



SEBASTIAN NARUSIEWICZ

Questioner
DISC Type : c

EHS advisor at Estun

Oborniki Śląskie, Dolnośląskie, Poland

Overview

Sebastian Narusiewicz is the CEO of BHPcare and an EHSQ expert with over 25 years of experience. A graduate of the University of Wrocław, he specializes in implementing ISO management systems and conducting legal compliance audits for major industrial companies.

He is the creator of two dedicated platforms, EDU-BHPcare and BHPDesk, designed to solve organizational problems in corporate OHS training.

Personality Overview

Value Seeker

Cautious & Analytical

Price-Sensitive

They are more likely than others to negotiate on pricing and terms. While they don't hesitate to ask questions, they are generally risk-averse and tend to be late adopters. They generally do not appreciate an overfriendly approach and prefer to stay to-the-point.

Topics They Care About

EHSQ Management

With over 25 years of experience, he helps industrial companies implement and audit ISO 9001, 14001, and 45001 management systems.

Workplace Safety Culture

He focuses on helping organizations build a proactive safety culture, moving beyond treating OHS training as a mere formality to prevent accidents.

OHS Digitalization

As the creator of the EDU-BHPcare platform, he is focused on solving the logistical and organizational challenges of corporate safety training through technology.

Legal Compliance Audits

He conducts audits to ensure companies meet legal requirements for environmental protection and workplace safety, a core part of his advisory role.

Industrial Sector

His client list includes major industrial players like Cargill, GKN Driveline, and Umicore, indicating a deep focus on the manufacturing and chemical sectors.



Media Appearances

Sebastian has no verified media appearances

Work History

- 11-2025
EHS advisor at Estun
- 6-2021
EHS Advisor at Umicore Poland Nysa
- 4-2020 - 10-2020
EHS Advisor at Jøtul AS
- 9-2018
Safety Advisor at Kemipol Sp. z o.o.
- 4-2018
Audytor , Trener systemów zarządzania ISO 9001, 14001, 45001 at Lloyd's Register

Education

- 2006 - 2007
Postgraduate Studies from Wroclaw University of Environmental and Life Sciences
- 1997 - 2002
Master from University of Wroclaw

More Information

Social Presence :



Prographics :

Exp : **N/A** Location : **Oborniki Śląskie, Dolnośląskie, Poland** Job Level : **Senior** Designation : **EHS advisor at Estun**

Insights For Selling To Sebastian

👉 During A Call Or A Meeting

DO's

- Keep some extra margin in hand as they will likely negotiate the pricing
- If you have a lower priced product compared to the competition, call out the same
- Share as much information as possible regarding your product

DONT's

- Don't depend too much on anecdotal evidence, it reduces their confidence
- Don't overhype the product/pitch, keep it measured
- Don't try to be too friendly or informal with them

👉 When Cold Calling

Insights

Pattern Interrupt: Speaking in a slightly hesitant manner, and seeking their permission at the start through a negation can get you a chance.

Pace: Speak slightly fast, especially if you tend to be calm and confident. Sound like a 'knows their domain' person.

Tone: Keep your tone slightly apprehensive, as if you are a little unsure about calling them.

Tactics To Win: Use of negations, giving full information

Mistakes To Avoid: Use of superlatives, overusing social proof

Making The Ask: Use negations, it is extra effective with them. It gives them a chance to say no, they like doing that.

Subconscious Driver: They believe they know a lot, so it needs to make sense as well as make them curious. They need to think that it is something worth investigation.

Script

Greeting: Hi Sebastian, this is [user_fname] at [user_companynamewordstwowords].

Opener: You probably don't want to be on this cold call, would it be a problem if I asked for 30 seconds of your time?

Introduction: My company has leveraged 30+ years of research to build an AI that can predict anyone's personality, behavior and decision-making style before you even spend a minute with them.

Ask: Companies like [abc], [xyz] have been able to move [KPI1] by X% and [KPI2] by Y%. Would it be too much to put 15 minutes on your calendar to share why this could be high ROI for you?

Close: Can I suggest [time1] on [date1]? Or would you prefer any other slots? And [prospect_email] would be the right email ID for you?

👉 When Writing An Email

Subject: Objective

Example: Getting personalization right, '40% increase' etc.

Salutation: Yes (Something usual)

Example: Use 'Hi' or only the first name

Greeting: No

Example: Skip lines like 'I hope you are doing well'

Emojis/GIFs:

Bullet Points: Recommended

Closing Line: Logically summarize/ask

Example: Something like 'If these points make sense, shall we speak tomorrow?'

Complimentary Close: None or formal

Example: Something simple like 'Thanks', or nothing at all.

Tone of Words: Objective, informational

Overall Messaging: Focused on allaying doubts and ROI

Length of Mail: Short

Example: Ideally upto 100-120 words

👉 While Negotiating & Closing

The secret to closing fast with Sebastian is

- *Confidence that the product provides ROI, effective pricing and process adherence matter the most to them.*

Will you ever get a clear answer from Sebastian

- *It doesn't come naturally to them but they can say no if they are not convinced.*

Insights For Deal Planning

How Fast (Or Slow) Will Sebastian Move?

- *They can move at a reasonable pace while making their decisions if they have the necessary information.*

Can Sebastian Take Some Risk Or Not?

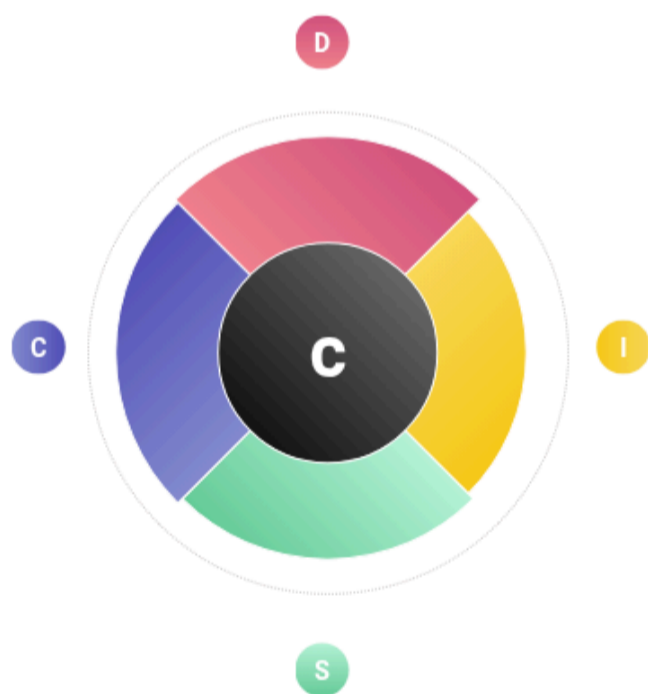
- *If they believe that they have analyzed the situation well, they can take a little risk.*

You And Sebastian

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Sebastian's Key Traits



CALCULATIVENESS

Calculativeness(C) reflects the degree to which a person is likely to be cautious, systematic and analytical. Those scoring high tend to emphasise quality and accuracy, enjoy showing off their expertise or challenging assumptions but can sometimes overanalyze things and be overcritical.