



SETH DOYLE MS, ASP

Observer
DISC Type : ic

HSE Manager - Production & Facilities at Oxy
Greater Houston, United States

Overview

Seth Doyle is an accomplished HSE Manager at Oxy with 19 years of diverse safety experience across the Military, Oilfield, Industrial, and Aviation sectors. He is a proven leader, credited with lowering incident rates by up to 70% through top-down cultural change. His colleagues describe him as a highly motivated and impressive leader.

Seth is actively engaged in the broader safety community, sharing professional opportunities to help develop talent in the field. He appears to value a healthy work-life balance, having shown interest in work schedules that accommodate travel and time away from work.

His career is distinguished by successfully applying safety principles across four completely different industries.

👉 Personality Overview

Example Seeker Value Driven Curious

They often ask many questions and rely heavily on information and documentation. They are generally good communicators and can be hard to convince. They can sound friendly and charming but can quickly change gears to become inquisitive and probing.

👉 Topics They Care About

- Incident Rate Reduction**
Highlights his ability to lower incident rates by as much as 70% as a key career accomplishment, indicating a focus on measurable safety outcomes.
- Regulatory Compliance**
His experience covers a working knowledge of key regulatory bodies like OSHA and BSEE, ensuring operational compliance in high-stakes environments.
- Safety Leadership**

Emphasizes influencing change from the top down and is described by colleagues as a leader with an impressive ability to guide and develop teams.

Safety Talent Development

Shares job postings and opportunities for other safety professionals, suggesting an interest in building and supporting the wider safety community.

Veteran Advocacy

[Predicted] A recommendation proudly identifies him as a "highly motivated veteran, " suggesting this is a significant part of his personal and professional identity.

Work-Life Balance

He has inquired about work schedules that would permit flying home on weekends, indicating that personal and family time is a priority.



Media Appearances

Seth has no verified media appearances

Work History

- 4-2025
HSE Manager - Production & Facilities at Oxy
- 12-2021 - 4-2025
HSE Manager - GOM Drilling & Completions at Oxy
- 10-2019 - 12-2021
HSE Lead - D&C / Well Servicing at Oxy
- 6-2019 - 10-2019
HES Advisor - Quality Assurance at Oxy
- 11-2018 - 6-2019
Drilling and Completions HES Advisor at Oxy

Education

- 2019 - 2020
Master of Science - MS from Columbia Southern University
- 2008 - 2010
Bachelor of Science (B.S.) from Columbia Southern University

More Information

Social Presence :



Prographics :

Exp : **27** Location : **Greater Houston, United States** Job Level : **Middle**

Designation : **HSE Manager - Production & Facilities at Oxy**

Insights For Selling To Seth

👉 During A Call Or A Meeting

DO's

- Help them realize that there is no personal risk in making this decision
- Ask them questions to understand their needs better while staying affable
- Share testimonials from known people and give multiple examples of product value

DONT's

- Don't be too objective but make sure to pad your storytelling with data points
- Don't rely excessively on your relationship with them to win the deal
- Don't brush off any concerns, take all questions seriously

👉 When Cold Calling

Insights

Pattern Interrupt: Informal style, where you are talking in a friendly & casual manner, with a big smile on makes them want to speak to you.

Pace: Don't be too fast or too slow, stay in the middle. Sound like a 'brings happiness to others' person.

Tone: Speak with high energy and in a personal manner, as if you have met a friend suddenly after a long time.

Tactics To Win: Giving social proof, personal rapport, usage of superlatives, repeating their name.

Mistakes To Avoid: Information overload, use of negations

Making The Ask: Use positivity and/or humor to make the ask. It appeals to them, as if you are bringing a cheer to their day. (Avoid doing this with Dominant or Calculative types)

Subconscious Driver: They are driven by emotion more than any other type. Hence a proposition that excites them will immediately get their attention.

Script

Greeting: Hey Seth, [user_fname] here at [user_companynamewordstwowords] calling you this morning/evening!

Opener: Now I know how much people love cold calls, so how about 30 seconds to tell you what I have for you?

Introduction: We have built an AI that predicts exactly what will build a solid relationship with each prospect before you even spend a minute with them.

Ask: Seth, leaders just like you at companies like [abc], [xyz] have been blown away with what they have seen, why don't we put 15 minutes on your calendar to show you if what I am saying is actually real, yeah?

Close: So morning at around [time] next [tuesday], shall we say? And is it [prospect_email]? Don't want to get that wrong you know!

👉 When Writing An Email

Subject: Exciting but objective

Example: Making it personalized', 'Changing how to sell' etc.

Salutation: Yes (Something usual)

Example: Use 'Hi' (along with the first name)

Greeting: No

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

Emojis/GIFs:

Bullet Points: Could use

Closing Line: Logically summarize, keep high energy

Example: Something like 'If these points make it clear, lets wrap this up at 11am?'

Complimentary Close: Unique or standard

Example: Something like 'Looking forward!', 'To new beginnings!' etc.

Tone of Words: Confident, informational

Overall Messaging: Focused on generating excitement while staying objective

Length of Mail: Medium

Example: Ideally upto 120-130 words

👉 While Negotiating & Closing

The secret to closing fast with Seth is

- *Clear proof of product value matters to them, followed by others' testimonials and rapport.*

Will you ever get a clear answer from Seth

- *They are practical and friendly, don't expect a clear-cut response often.*

Insights For Deal Planning

How Fast (Or Slow) Will Seth Move?

- *They like to be detailed and take their time to arrive at decisions.*

Can Seth Take Some Risk Or Not?

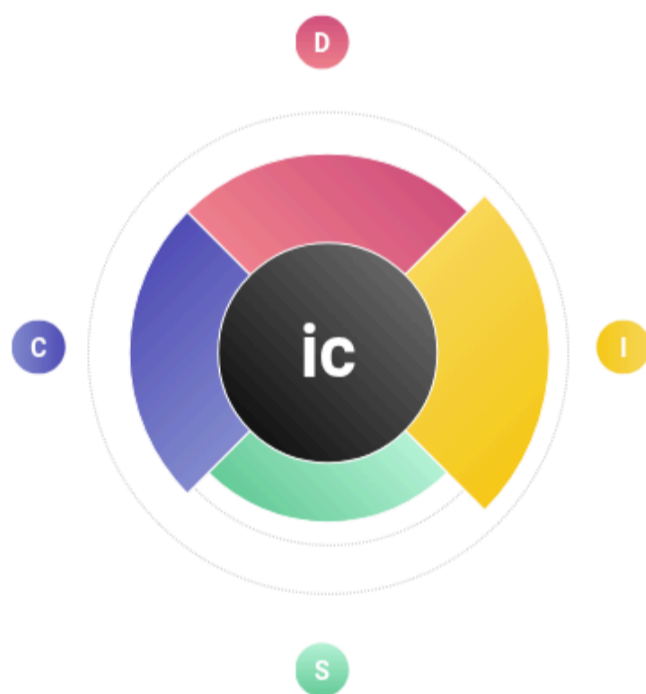
- *They systematically evaluate all decisions and are unlikely to take many risks.*

You And Seth

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Seth's Key Traits



INFLUENCE

Influence(I) reflects the degree to which a person prefers to work by influencing or persuading others. Those scoring high tend to be people oriented, are motivated by social recognition and building relationships and can be described as warm and enthusiastic in general.

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.