



SHANON MAYEUX

Critic
DISC Type : C

Vice President at Fire-Seal, LLC - WBE Certified
Metairie, Louisiana, United States

Overview

Shanon has no verified overview

Personality Overview

Critic **Objective Thinker** **Negotiator**

They like to do things independently and don't look for support from others. They are quite likely to negotiate on pricing or other key terms. They choose to analyze logically and value facts to emotions.

Topics They Care About

Shanon has no verified topics they care about

Media Appearances

Shanon has no verified media appearances

Work History

- 3-2025
Vice President at Fire-Seal, LLC - WBE Certified
- 1-2021
Senior Project Manager at Fire-Seal, LLC - WBE Certified
- 1-2015 - 12-2020
Commercial Division Estimating & Project Management at ROBERT L WOLFE CONSTRUCTION CO INC
- 6-2011 - 12-2014
Estimator/Project Manager at Highland Commercial Construction
- 8-2006 - 8-2010
Superintendent at Goliath Construction

Education

- Computer Aided Drafting from Remington College- New Orleans Campus
- Psychology from University of New Orleans

More Information

Social Presence :



Prographics :

Exp : 24 Location : Metairie, Louisiana, United States Job Level : Senior

Designation : Vice President at Fire-Seal, LLC - WBE Certified

Insights For Selling To Shanon

👉 During A Call Or A Meeting

DO's

- Tell them what ROI they can expect
- Don't forget to mention how you compare to competition on both features and pricing
- Be ready to answer many clarity-seeking questions and requests for information

DONT's

- Avoid pushing them too much to involve other stakeholders unless it is critical
- Don't try to give too many examples of other users, they like to make their own decisions
- Don't give superficial answers, they are easily rattled by 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 Shanon, this is [user_fname] at [user_companynamefirsttwowords].

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 Shanon is

- *Proven ROI, pricing and objective proof points are the factors that sway their decision.*

Will you ever get a clear answer from Shanon

- *They are comfortable saying no if they are convinced that it is the correct decision.*

Insights For Deal Planning

How Fast (Or Slow) Will Shanon Move?

- *They are neither the fastest nor the slowest decision makers, they are somewhere in the middle.*

Can Shanon Take Some Risk Or Not?

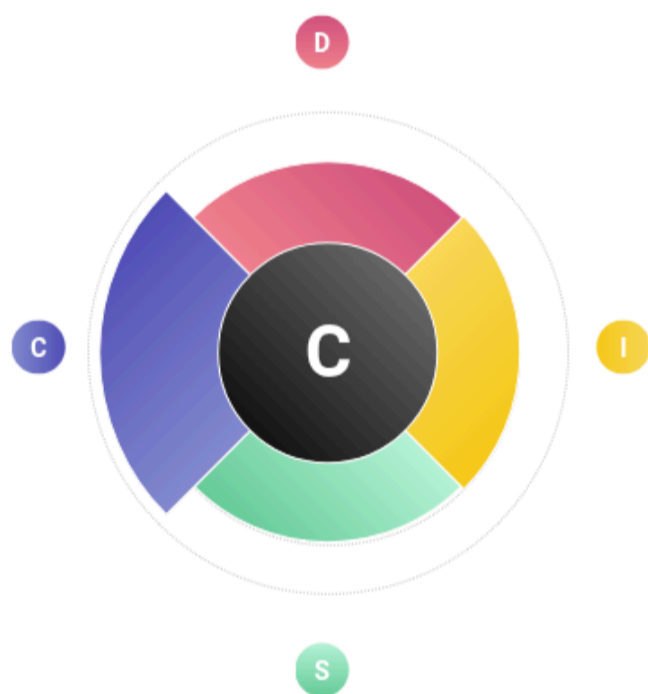
- *They can bear some risk if their analysis backs the decision.*

You And Shanon

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Shanon'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.