



SRIKANTH KOTTILINGAM

Examiner

DISC Type : cs

Consulting Engineer - Joining, Fabrication & Additive Technologies at GE Power

Greenville-Spartanburg-Anderson, South Carolina Area, United States

Overview

Srikanth has no verified overview

Personality Overview

Status Quo Seeker

Process Oriented

Late Adopter

They are thorough and always follow a systematic approach. Being observant comes to them naturally. They do not like taking risks at all and go for proven options in the end.

Topics They Care About

Srikanth has no verified topics they care about

Media Appearances

Srikanth has no verified media appearances

Work History

- 7-2014
Consulting Engineer - Joining, Fabrication & Additive Technologies at GE Power
- 6-2014
Principal Engineer - Joining & Fabrication Technologies at GE Power
- Technical Leader-Welding and Brazing at GE Power
- Advanced Engineer-Welding at Siemens Energy
- Research Engineer at BHPV

Education

- 1996 - 1999
Doctor of Philosophy (PhD) from Auburn University
- 1993 - 1995
Masters in Metallurgical Engineering from Indian Institute of Technology, Madras

More Information

Social Presence :





Prographics :

Exp : **11** Location : **Greenville-Spartanburg-Anderson, South Carolina Area, United States** Job Level : **Middle**

Designation : **Consulting Engineer - Joining, Fabrication & Additive Technologies at GE Power**

Insights For Selling To Srikanth

👉 During A Call Or A Meeting

DO's

- Expect them to be slow and cautious, encourage them to ask more questions
- Spend time addressing concerns around risk and change, they will have them even if they don't express them
- Be firm in your communication and stay in control

DONT's

- Avoid getting into storytelling mode, especially when they ask specific questions
- Don't rely on relationship building even if they act pleasantly
- Don't push them too hard to make fast decisions, give them time

👉 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 Srikanth, 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: Precise

Example: Measurable results', '6.2% more sales' etc.

Salutation: Yes (Something formal)

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

Greeting: Yes (Say something formal/usual)

Example: Use standard lines, like 'I hope that you are doing well' etc.

Emojis/GIFs:

Bullet Points: Recommended

Closing Line: Logically summarize/ask

Example: Something like 'If these points make it clear, shall we speak tomorrow at 11am?'

Complimentary Close: Formal

Example: Something simple like 'Thanks', 'Regards' etc.

Tone of Words: Objective, informational

Overall Messaging: Focused on removing doubts

Length of Mail: Medium

Example: Ideally upto 120-130 words

👉 While Negotiating & Closing

The secret to closing fast with Srikanth is

- *Low-risk, adoption by others are very important to them, followed by confidence in ROI.*

Will you ever get a clear answer from Srikanth

- *They don't say no often, they push out the decisions or keep going around in circles.*

Insights For Deal Planning

How Fast (Or Slow) Will Srikanth Move?

- *They do not like to rush and therefore can be quite slow in their decision-making.*

Can Srikanth Take Some Risk Or Not?

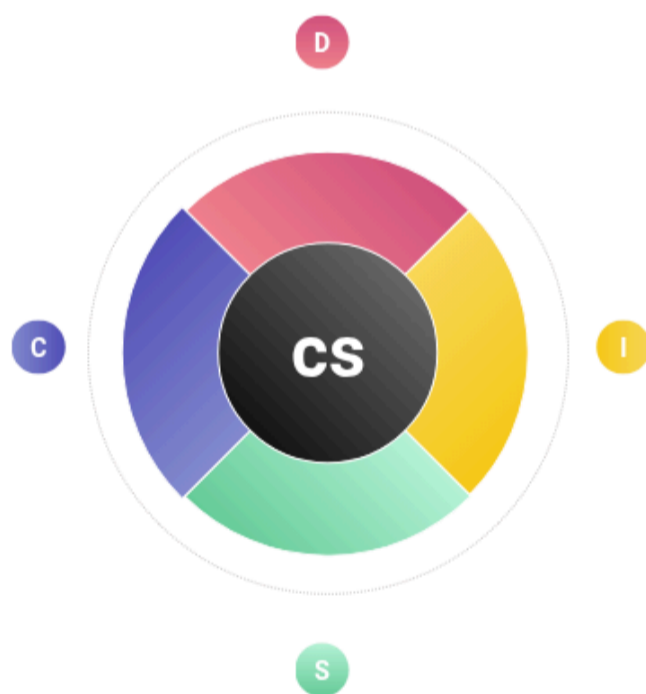
- *They have little risk-appetite and prefer to take measured decisions.*

You And Srikanth

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Srikanth'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.

STEADINESS

Steadiness(S) reflects the degree to which a person is likely to focus on cooperation, support and taking everyone along. Those scoring high tend to be consistent and calm, are excited about the opportunity to collaborate and partner and could sometimes be indecisive or overly accommodating.