



STANLEY MANNING

Energizer
DISC Type : I

Sr. Director of Manufacturing, Teknor Apex Company at Teknor Apex Company
Pawtucket, Rhode Island, United States

Overview

Stanley has no verified overview

👤 Personality Overview

Full Of Energy **Believer** **Informal**

They are friendly, approachable and love to make new connections. They are always positive and upbeat, so take their promises with a pinch of salt. Unlike C or D types, they are vocal with their opinions but not so much with their questions.

👤 Topics They Care About

Stanley has no verified topics they care about

Media Appearances

Stanley has no verified media appearances

Work History

- 3-2023
Sr. Director of Manufacturing, Teknor Apex Company at Teknor Apex Company
- 3-2016 - 4-2023
Director of Manufacturing, Vinyl at Teknor Apex Company
- 2009 - 2015
Director - Organizational Effectiveness/Strategy Design and Analysis at SC Johnson
- 2007 - 2009
Operations Director, Frimley Green, United Kingdom and Lane Cove. Australia at SC Johnson
- 2002 - 2007

Education

- 1998 - 2000
Master of Business Administration (MBA) from Northwood University
- 1981 - 1984
Bachelor of Science (BS) from Tennessee Technological University

Global Operations Support Manager/Sourcing
Manager - Home Storage and Auto Care at SC
Johnson

More Information

Social Presence :



Prographics :

Exp : **42** Location : **Pawtucket, Rhode Island, United States** Job Level : **Senior**

Designation : **Sr. Director of Manufacturing, Teknor Apex Company at Teknor Apex Company**

Insights For Selling To Stanley

👉 During A Call Or A Meeting

DO's

- Share some stories about how you you have helped people in similar positions succeed
- Be friendly and entertaining in your conversation
- Talk about their team and how your product will help them do things better and easier

DONT's

- Don't be too formal, focus on building comfort and trust
- Don't assume a yes just because they have not said no
- Avoid ifs and buts, don't talk too much about the risks etc.

👉 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 Stanley, [user_fname] here at [user_companynamefirsttwowords] 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: Stanley, 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: Personalized, catchy

Example: John, is this interesting?', 'Increasing sales conversion, together!' etc.

Salutation: Yes (Something casual)

Example: Use 'Hi', 'Hey' etc. (along with the first name)

Greeting: Yes (Say something interesting/unusual)

Example: Use unusual lines, like 'This has been quite a week', 'What a game yesterday' etc.

Emojis/GIFs:

Bullet Points: Avoid

Closing Line: Build excitement

Example: Something like 'So John, lets get the ball rolling?'

Complimentary Close: Unique, pleasant

Example: Something like 'Excited!', 'To a great partnership!' etc.

Tone of Words: Friendly, first-person

Overall Messaging: Focused on the person and relationship

Length of Mail: Long

Example: Maximum upto 150 words

👉 While Negotiating & Closing

The secret to closing fast with Stanley is

- *Relationship and rapport can play an important role, sometimes more than the other factors.*

Will you ever get a clear answer from Stanley

- *They will probably never say no directly, you have to make that decision yourself.*

Insights For Deal Planning

How Fast (Or Slow) Will Stanley Move?

- *They are not the quickest decision makers, their friendly attitude could be misleading.*

Can Stanley Take Some Risk Or Not?

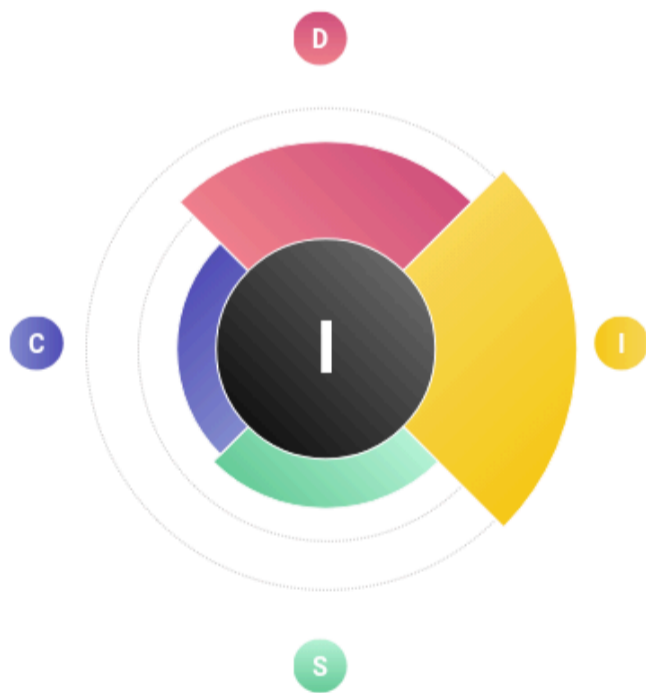
- *They may take certain risks that they deem unlikely of personal repercussions.*

You And Stanley

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Stanley'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.