



## STEPHANIE LINOS

**Go-getter**  
DISC Type : d

**Senior Manager, Channel & Alliances at Digital Realty**  
Miami, Florida, United States

### Overview

Stephanie Linos is a Senior Manager of Channel & Alliances at Digital Realty, specializing in B2B solution selling and market expansion for tech companies. An alumna of the University of San Diego, she has a proven record of exceeding sales quotas and building high-value strategic partnerships at Fortune 500 firms like Equinix.

Outside of her corporate role, Stephanie is a passionate entrepreneur who has founded two companies, Alche[me] and s. om. a. These ventures focus on transformative coaching, leveraging her certifications in Neuro-Linguistic Programming, Applied Neurology, and Integrative Nutrition to enhance performance and well-being.

She blends her tech career with a deep expertise in human potential, using evidence-based coaching and somatic practices to drive personal and professional growth.

### Personality Overview

**Vision Oriented**   **Decisive**   **Challenger**

They care equally about the product and its potential impact. They respond well to confident salespeople. They don't always try to control the conversation but neither do they like yielding it fully.

### Topics They Care About

**Channel Partnerships**  
Her roles at Digital Realty and Equinix center on building and managing channel partner relationships to accelerate revenue and market presence.

**Hybrid Multicloud**  
She actively promotes partner strategies to accelerate hybrid multicloud journeys for enterprise clients, as seen in her work with NetApp and Red8.

**Somatic Practices**

As the co-founder of s. om. a, she designs and delivers immersive programs that use somatic practices to drive personal and professional transformation.

### Emotional Intelligence

A key focus of her coaching ventures, where she helps individuals and teams build resilience and enhance leadership capabilities through emotional intelligence.

### Functional Fitness

She holds certifications in Functional Fitness and the Lagree Method, integrating physical well-being with mindset alignment to optimize performance.

### Neuro-Linguistic Programming

As a certified NLP practitioner, she uses this framework in her coaching business to help clients overcome limiting beliefs and patterns.



## Media Appearances

Stephanie has no verified media appearances

## Work History

- 10-2025  
Senior Manager, Channel & Alliances at Digital Realty
- 1-2023 - 10-2025  
Co-Founder at s.om.a
- 11-2021 - 10-2025  
Founder at Alche[me]
- 6-2018 - 7-2022  
West Partner Sales Manager at Equinix
- 1-2017 - 6-2018  
Partner Account Manager at Equinix

## Education

- Bachelor's Degree from University of San Diego
- Education details unavailable from Mater Dei High School

## More Information

### Social Presence :



### Prographics :

Exp : 9 Location : **Miami, Florida, United States** Job Level : **Middle**

Designation : **Senior Manager, Channel & Alliances at Digital Realty**

# Insights For Selling To Stephanie

## 👉 During A Call Or A Meeting

### DO's

- Refer to testimonials from others in similar positions
- Highlight the competitive differentiation of your product
- Ask them questions confidently while doing discovery, don't be apologetic

### DONT's

- Don't try too hard to get friendly, let it happen with time
- Don't try to be an alpha salesperson, give them equal space
- Do not give up if they are not convinced, try again with a different approach

## 👉 When Cold Calling

### Insights

**Pattern Interrupt:** Confident style, with a mix of informality and formality gets their attention.

**Pace:** Speak slightly fast. Sound like a 'gets shit done' person.

**Tone:** Do not sound too eager, as if you have met a friend suddenly after a long time. Keep the tone calm but confident.

**Tactics To Win:** Strong words, focus on results, respectful confidence

**Mistakes To Avoid:** Apologizing, nervousness, information overload, social proof

**Making The Ask:** Confidently, ask for 10-15 minutes. Allude to the results and outcomes that are possible. They care about the ends more than the means.

**Subconscious Driver:** Results and outcomes are what matter to them. Any credible shot at getting results will appeal to them quickly.

### Script

**Greeting:** Stephanie, this is [user\_fname] at [user\_companynamewordstwowords].

**Opener:** In 30 seconds if I could share how 100% of your sellers could kick ass this year, can I go for it?

**Introduction:** We have built an AI that predicts exactly what would matter to your buyer before you even meet them.

**Ask:** Can I put 15 minutes on your calendar to show you how this changes outcomes for you?

**Close:** [time1] on [date1] sounds good? Or would you prefer [time2] on [date2]? And [prospect\_email] works well?

## 👉 When Writing An Email

**Subject:** To the point

*Example: Personalization', 'Sales conversion' etc.*

**Salutation:** No

*Example: Skip 'Hi', 'Hey' etc., use only the first name*

**Greeting:** No

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

**Emojis/GIFs:**

**Bullet Points:** Could use

**Closing Line:** Clearly state your ask

*Example: Something like 'Can we get on a call tomorrow at 1100 hours and finalize this?'*

**Complimentary Close:** None or standard

*Example: Skip 'Warm regards', 'Best wishes' etc., just write your name*

**Tone of Words:** Confident, challenging

**Overall Messaging:** Focused on results

**Length of Mail:** Very Short

*Example: Less than 75 words*

## 👉 While Negotiating & Closing

The secret to closing fast with Stephanie is

- *Confidence in the product plays an important role, followed by powerful testimonials.*

Will you ever get a clear answer from Stephanie

- *They might hesitate a little, but they will say no if they are not convinced.*

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## Insights For Deal Planning

How Fast (Or Slow) Will Stephanie Move?

- *Their decision making speed is somewhere in the middle.*

Can Stephanie Take Some Risk Or Not?

- *Once they have analyzed the pros and cons, they can take some risks.*

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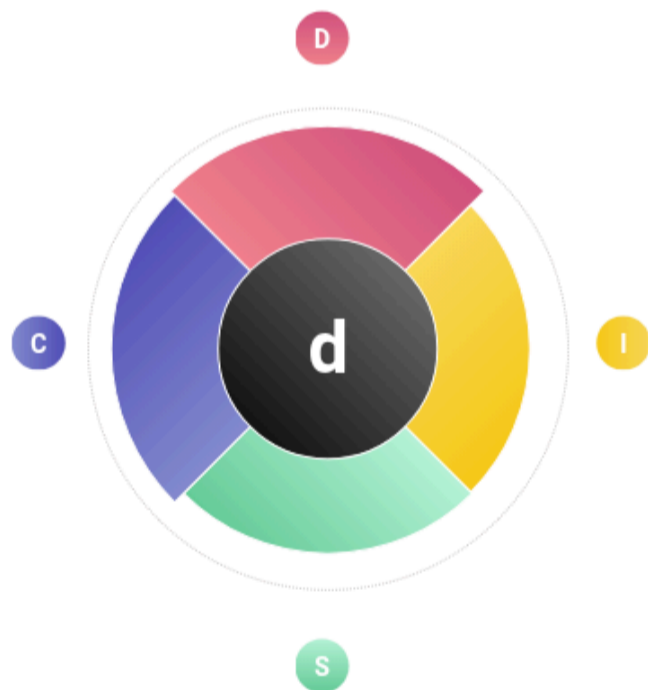
## You And Stephanie

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Stephanie's Key Traits



### **DOMINANCE**

Dominance(D) reflects how goal and task oriented a person is and her ability to accomplish results, irrespective of how demanding the circumstances might be. Those scoring high tend to be motivated by winning, competition and success and can be described as direct, demanding and strong willed.