



STEPHEN TRITES

Observer
DISC Type : ci

Vice President of Business Development at Radco Roofing
Clover, South Carolina, United States

Overview

Stephen has no verified overview

👉 Personality Overview

Value Driven Curious Assertive

They are generally strong communicators and are not easy to convince. They often ask many questions and rely heavily on information and documentation. They can sound friendly and charming but can quickly change gears to become inquisitive and probing.

👉 Topics They Care About

Stephen has no verified topics they care about

Media Appearances

Stephen has no verified media appearances

Work History

- 12-2025
Vice President of Business Development at Radco Roofing
- 11-2018 - 12-2025
Director of Sales and Marketing at Radco Roofing
- 2-2017 - 11-2018
National Sales Manager at IPS Corporation
- 1-2014 - 2-2017
Sales Manager at CentiMark Corporation / Commercial Roofing / Roof Repairs
- 2004 - 2013
Regional Manager at OMG Roofing Products

Education

- Education details unavailable from Springfield Technical Community College
- Education details unavailable from Nova Southeastern University

More Information

Social Presence :



Prographics :

Exp : **40** Location : **Clover, South Carolina, United States** Job Level : **Senior**

Designation : **Vice President of Business Development at Radco Roofing**

Insights For Selling To Stephen

👉 During A Call Or A Meeting

DO's

- Ask them questions to understand their needs better while staying affable
- Use phrases like 'clear proof that', 'data shows' etc.
- Help them realize that there is no personal risk in making this decision

DONT's

- Avoid making offhand commitments
- Don't be too objective but make sure to pad your storytelling with data points
- Don't try to rush them into a decision, provide all necessary information first

👉 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 Stephen, 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: 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 Stephen is

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

Will you ever get a clear answer from Stephen

- *They are practical yet friendly, don't expect a clear no very often.*

Insights For Deal Planning

How Fast (Or Slow) Will Stephen Move?

- *They like to analyze well and can take their time to reach any decisions.*

Can Stephen Take Some Risk Or Not?

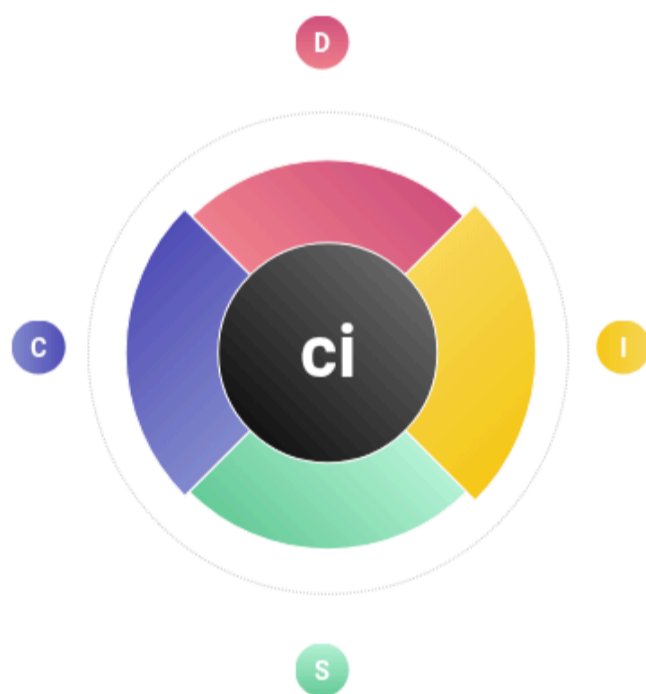
- *They systematically evaluate all decisions and are unlikely to take many risks.*

You And Stephen

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Stephen'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.

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.