



STEVEN HAMILTON

Trailblazer
DISC Type : DI

Principal Consultant - Unified Communications at Verizon Enterprise Solutions
Durham, North Carolina, United States

Overview

Steven is a seasoned technology sales consultant with over 20 years of experience, currently serving as a Principal Consultant for Unified Communications at Verizon. A 15-year Cisco veteran, he specializes in cloud service adoption, network virtualization, and business workflow optimization. He holds a degree in Business Administration from East Carolina University.

Beyond his extensive tech career, Steven had a successful career as a professional football player. He was a defensive end for the Washington Redskins in the National Football League, showcasing a high level of dedication and performance both on and off the field.

Unique Fact: He is a Super Bowl XXII Champion, winning with the Washington Redskins in 1988.

👉 Personality Overview

Friendly But Fast **Informal** **Persuasive**

A combination of speed and relationship gets the best response from them. They will bat for you if they come to believe in you. They prefer to ensure that they are in control of the situation.

👉 Topics They Care About

- Unified Communications**
His current role at Verizon is Principal Consultant for Unified Communications, focused on driving adoption of Verizon's UCaaS enterprise portfolio.
- Cloud Service Adoption**
His career at Verizon, Citrix, and NEC has centered on business readiness, migration, and optimization for Cloud services (SaaS, IaaS, PaaS).
- Virtualized Networking**
Previously directed Sales and Business Development for Virtualized Network Solutions (SDN/NFV) at NEC/NetCracker, a key area of his expertise.

Professional Football

He is a former NFL player and a Super Bowl champion, indicating a significant and high-level personal interest in the sport.

Sales Methodologies

He has training in multiple formal sales strategies, including Miller-Heiman and Target Account Selling, showing a focus on the craft of sales.

ECU Pirates

[Predicted] As an alumnus of East Carolina University, he likely follows the athletic programs of the ECU Pirates.



Media Appearances

Steven has no verified media appearances

Work History

- 2-2018 - 1-2021
Principal Consultant - Unified Communications at Verizon Enterprise Solutions
- 4-2017 - 11-2017
OEM, HealthCare, AEC, Financial, Accounting Cloud Solution Sales Specialist at Citrix
- 6-2015 - 3-2016
Director, Sales and Business Development for Virtualized Network Solutions at NEC/NetCracker Technology
- 10-2013 - 12-2014
Partner Account Manager, Service Provider at CISCO Systems
- 2006 - 10-2013
Partner Account Manager, Service Provider at CISCO Systems

Education

- Business Administration from East Carolina University
- Education details unavailable from Fork Union Military Academy

More Information

Social Presence :



Prographics :

Exp : **34** Location : **Durham, North Carolina, United States** Job Level : **N/A**

Designation : **Principal Consultant - Unified Communications at Verizon Enterprise Solutions**

Insights For Selling To Steven

👉 During A Call Or A Meeting

DO's

- Talk about yourself and some of your achievements at the start of the conversation
- Build a trustworthy relationship while keeping the product center-stage
- Help them visualize the impact of their decision

DONT's

- Don't make any commitments that you might not be able to fulfill
- Don't force involvement of other stakeholders unless it is critical
- Do not look like someone who doesn't know what they are talking about

👉 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: Steven, 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: Exciting, direct

Example: John, quantum jump', 'Is it game over?' etc.

Salutation: No

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

Greeting: No (Or say something unique)

Example: Skip anything, or say something unique like 'What an exciting discussion it's been!'

Emojis/GIFs:

Bullet Points: Could use

Closing Line: Informally state your ask

Example: Something like 'John, if you are on, let's finalize tomorrow?'

Complimentary Close: Unique, casual

Example: Something like 'Looking forward!', 'To new beginnings!' etc.

Tone of Words: Informal, direct

Overall Messaging: Focused on personal achievement

Length of Mail: Short

Example: Ideally upto 100-120 words

👉 While Negotiating & Closing

The secret to closing fast with Steven is

- *Relationship and product conviction matter equally, followed by a sense of achievement.*

Will you ever get a clear answer from Steven

- *If they are not convinced, they will say no though in a friendly way.*

Insights For Deal Planning

How Fast (Or Slow) Will Steven Move?

- *They can make decisions quickly if they develop trust in you and conviction in the product.*

Can Steven Take Some Risk Or Not?

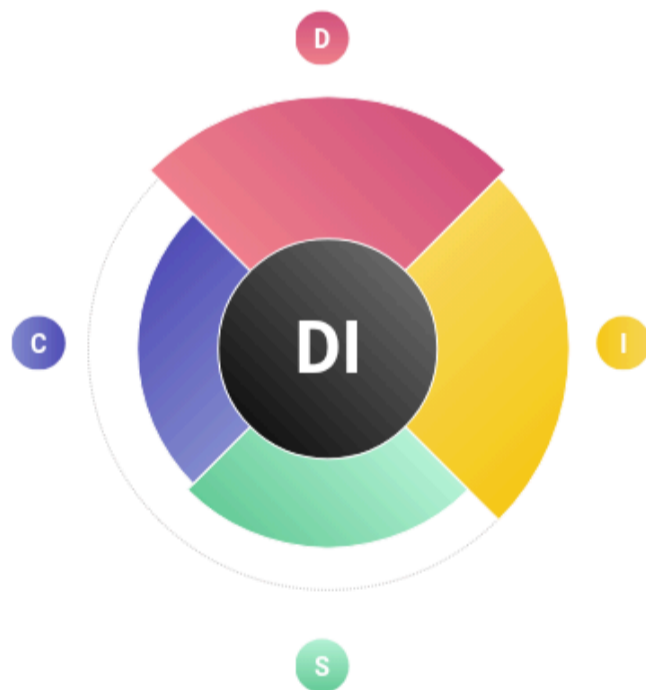
- *If necessary, they will be ready to take risks.*

You And Steven

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Steven'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.

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.