



## STUART TAYLOR

**Commander**  
DISC Type : D

**Head of IT at Osbornes Solicitors LLP**  
Greater London, England, United Kingdom

### Overview

Stuart Taylor is the Head of IT at Osbornes Solicitors LLP, with over 30 years of IT experience, specializing in the legal sector for more than 25 years. Colleagues describe him as diligent, proactive, and commercially astute. He holds an ITIL v3 certification and excels at implementing IT solutions to solve business challenges.

He has a unique ability to translate complex technical terminology into plain English for business stakeholders.

### Personality Overview

**Candid & Clear**      **Decisive**      **Impact-Driven**

They respond well to strong and respectful communication. They prefer to move quickly, and expect the same from others. They are less concerned about the product and more about its potential impact.

### Topics They Care About

- Legal IT Solutions**  
With over 25 years in the legal sector, he focuses on identifying and implementing IT solutions to solve business challenges for law firms.
- Business Continuity**  
His profile highlights a pragmatic approach to IT security, business continuity, and disaster recovery, which are critical priorities in his role.
- Translating Tech Jargon**  
One of his main attributes is his ability to communicate complex technical concepts in simple terms, bridging the gap between IT and business processes.
- Legal Tech Software**

Follows legal tech companies like Intapp and has been involved in selecting and implementing new practice management systems.

### IT Infrastructure Strategy

He is praised for delivering a robust company IT infrastructure that is clearly aligned with a thoroughly thought-out strategy.

### London Football

[Predicted] Working in London, he might have an interest in a local Premier League club such as Arsenal, Chelsea, or Tottenham.



## Media Appearances

Stuart has no verified media appearances

## Work History

- 9-2015  
Head of IT at Osbornes Solicitors LLP
- 3-2012 - 9-2015  
Head of IT at OH Parsons & Partners
- 1-2012 - 2-2012  
Freelance Legal IT Consultant at 1st Computing Solutions Ltd
- 2-1998 - 12-2011  
Systems Manager at Kimbells LLP Solicitors
- 1991 - 1998  
IT Manager at Flexible Hose Supplies

## Education

- 1982 - 1984  
BTEC Diploma from Wellingborough

## More Information

### Social Presence :



### Prographics :

Exp : **35** Location : **Greater London, England, United Kingdom** Job Level : **Mid-senior**

Designation : **Head of IT at Osbornes Solicitors LLP**

# Insights For Selling To Stuart

## 👉 During A Call Or A Meeting

### DO's

- Be respectful but crisp
- Make sure that you circle back fast on any action items, it wins their trust
- When negotiating terms, help them build an impression that they are the ones calling the shots

### DONT's

- Avoid being too verbose
- Don't be in a rush to invite them for a social meet and greet
- Don't take too much time in sending them information if they ask for any

## 👉 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: Stuart, 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 Stuart is

- *Confidence in impact is paramount to them, followed by a sense of achievement and ROI.*

Will you ever get a clear answer from Stuart

- *If they are not convinced, they will have no hesitation in telling you the same.*

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## Insights For Deal Planning

How Fast (Or Slow) Will Stuart Move?

- *If convinced, they can reach decisions quite fast.*

Can Stuart Take Some Risk Or Not?

- *They do not shy away from taking risks, but can be quite binary about them.*

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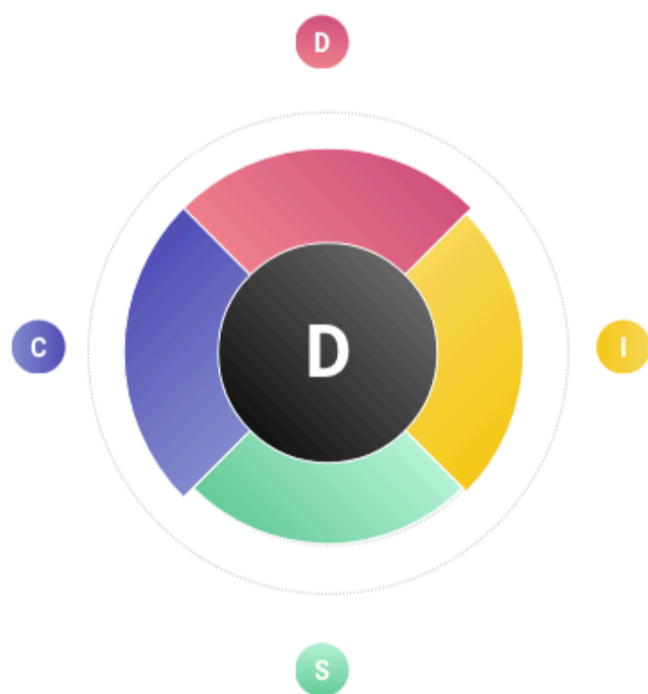
## You And Stuart

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Stuart'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.