



## SUBHAM DAS

**Examiner**

DISC Type : cs

**Assistant Manager at Amara Raja Infra Private Limited**

Ahmedabad, Gujarat, India

### Overview

Subham is a Project Planning and Control Engineer with over 2.5 years of experience specializing in utility-scale solar EPC projects. As an Assistant Manager at Amara Raja Infra, he focuses on schedule development, resource allocation, and performance monitoring. He holds an M. Tech from the National Institute of Technology Silchar.

He has a keen interest in major industry players and global trends, following organizations like Larsen & Toubro and the World Economic Forum. This reflects his progressive mindset and focus on large-scale infrastructure and global economic shifts, which align with his professional focus on renewable energy.

He has direct planning and execution experience on massive solar projects, including 475 MW and 600 MW utility-scale plants.

### Personality Overview

**Tough To Convince**

**Unexpressive**

**Process Oriented**

They are quite aware of their needs and limitations, so they are unlikely to over-promise. They are heavily focused on quality and prefer doing things the right way, even if it takes time. Being observant comes to them naturally.

### Topics They Care About

#### **Utility-Scale Solar**

His entire career is focused on planning and executing large-scale solar EPC projects, with hands-on experience on 475 MW and 600 MW plants.

#### **Project Control**

Specializes in project planning, scheduling, progress control, and monitoring using tools like Primavera P6 and MS Project to ensure timely delivery.

#### **Renewable Energy EPC**

Works within the Engineering, Procurement, and Construction (EPC) framework for solar energy, managing projects from construction to completion.

### Large Infrastructure

[Predicted] His professional experience in massive solar farms and interest in infrastructure giant Larsen & Toubro suggest a passion for large-scale engineering projects.

### Global Economic Trends

Follows the World Economic Forum, indicating an interest in global strategy, innovation, and public-private cooperation on major initiatives like the energy transition.



## Media Appearances

Subham has no verified media appearances

## Work History

- 3-2026  
Assistant Manager at Amara Raja Infra Private Limited
- 10-2024 - 3-2026  
Assistant Manager at KALPATARU PROJECTS INTERNATIONAL LIMITED
- 10-2023 - 10-2024  
Management Trainee at KALPATARU PROJECTS INTERNATIONAL LIMITED

## Education

- 2021 - 2023  
M.Tech. from National Institute of Technology Silchar
- 2016 - 2020  
B.Tech. from National Institute of Technology Agartala

## More Information

### Social Presence :



### Prographics :

Exp : **2** Location : **Ahmedabad, Gujarat, India** Job Level : **Middle**

Designation : **Assistant Manager at Amara Raja Infra Private Limited**

# Insights For Selling To Subham

## 👉 During A Call Or A Meeting

### DO's

- First of all, focus on building their confidence by sharing examples, case studies etc.
- Ask them which other stakeholders would be important for this purchase decision
- Spend time addressing concerns around risk and change, they will have them even if they don't express them

### DONT's

- Don't be very accepting if that is your natural style, stay firm
- Don't rely on relationship building even if they act pleasantly
- Avoid getting into storytelling mode, especially when they ask specific questions

## 👉 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 Subham, 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:** Precise

*Example: Measurable results', '6.2% more sales' etc.*

**Salutation:** Yes (Something formal)

*Example: Use 'Hi' (along with the first name)*

**Greeting:** Yes (Say something formal/usual)

*Example: Use standard lines, like 'I hope that you are doing well' etc.*

**Emojis/GIFs:**

**Bullet Points:** Recommended

**Closing Line:** Logically summarize/ask

*Example: Something like 'If these points make it clear, shall we speak tomorrow at 11am?'*

**Complimentary Close:** Formal

*Example: Something simple like 'Thanks', 'Regards' etc.*

**Tone of Words:** Objective, informational

**Overall Messaging:** Focused on removing doubts

**Length of Mail:** Medium

*Example: Ideally upto 120-130 words*

## 👉 While Negotiating & Closing

The secret to closing fast with Subham is

- For them, low risk and acceptance by others are very important, followed by proof of ROI.

Will you ever get a clear answer from Subham

- They are unlikely to say no, it's better to stop yourself once you have exhausted all the options.

## Insights For Deal Planning

How Fast (Or Slow) Will Subham Move?

- They do not like to take decisions in a hurry, so they could be slow in making their mind up.

Can Subham Take Some Risk Or Not?

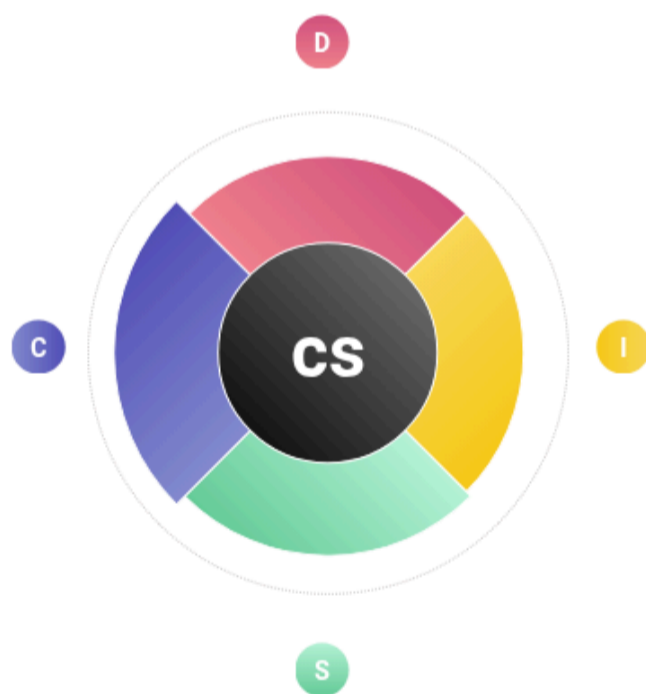
- They are low on risk-appetite and prefer to make informed decisions.

## You And Subham

### Personality Compatibility

Not enough data to show compatibility comparison

## DISC Profile : Subham'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.

### STEADINESS

Steadiness(S) reflects the degree to which a person is likely to focus on cooperation, support and taking everyone along. Those scoring high tend to be consistent and calm, are excited about the opportunity to collaborate and partner and could sometimes be indecisive or overly accommodating.