



SUDEEPTA ROY

Visionary
DISC Type : Ds

Senior Talent Acquisition Specialist at Kaseya
Bengaluru, Karnataka, India

Overview

Sudeepta Roy is a seasoned Senior Talent Acquisition Specialist at Kaseya with over six years of experience in recruitment across the IT, healthcare, and e-commerce sectors. An alumnus of IIM Nagpur with an SHRM certification, she excels in full-cycle technical recruiting. Colleagues often describe her as dedicated, professional, and a good communicator.

Based on her professional activities, Sudeepta is deeply engaged with the evolution of her field, particularly through technology. She actively participates in industry events to learn about new tools and strategies that are shaping the future of talent acquisition, demonstrating a forward-thinking mindset.

She recently attended a "LinkedIn Recruit-a-thon" focused on how AI is transforming the hiring process.

Personality Overview

Risk Tolerant

Fast But Thoughtful

Goal-Oriented

They exhibit a rare combination of being result-oriented but patient at the same time. They are very professional in their approach and can weigh multiple perspectives together. They might take some time to make their mind up but once they do, they don't change it easily.

Topics They Care About

AI in Recruitment

Expressed a keen interest in how AI tools are making talent acquisition more efficient after attending a recent LinkedIn event on the topic.

Technical Recruiting

Currently holds a technical talent acquisition role and frequently posts about hiring for specialized IT positions, such as Technical Leads and server support.

Talent Strategy

Her personal headline focuses on developing innovative strategies to not only attract but also retain top talent, indicating a long-term strategic view.

Early Career Talent

She has recently posted about hiring freshers for internship programs, showing an focus on nurturing the next generation of professionals.

Human Resources Management

Holds a certification in Strategic Human Resource Management, showing a foundational interest in broader HR principles beyond just recruitment. [Predicted]

Process Optimization

Her profile highlights a focus on optimizing processes to improve hiring efficiency, suggesting an interest in operational excellence within TA.



Media Appearances

Sudeepta has no verified media appearances

Work History

- 6-2025
Senior Talent Acquisition Specialist at Kaseya
- 9-2024 - 4-2025
Technical Talent Acquisition Specialist at McGraw Hill
- 7-2020 - 9-2024
Senior Executive Talent Acquisition at Celebal Technologies
- 1-2020 - 6-2020
Freelance Recruiter at Freelance, self-employed
- 2-2019 - 1-2020
Lead - Recruitment and Vendor Management at HyreFox Consultants

Education

- 9-2022 - 9-2023
Executive MBA from Indian Institute of Management Nagpur
- 2013 - 2018
Bachelor of Pharmacy - BPharm from Jaipur National University

More Information

Social Presence :



Prographics :

Exp : 8 Location : **Bengaluru, Karnataka, India** Job Level : **Junior**

Designation : **Senior Talent Acquisition Specialist at Kaseya**

Insights For Selling To Sudeepta

👉 During A Call Or A Meeting

DO's

- Stick to your standard pitch and qualifying script, don't try to wing it
- Focus on the results that your product produces, expect some strategic questions in return
- Come across as a trustworthy professional and be respectful, they usually know their game

DONT's

- Don't focus too much on mutual contacts or bother about other stakeholders, focus on them
- Don't take their patience for granted, avoid long-winding sermons
- Don't get into pricing discussions early on, steer conversation towards proven results

👉 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: Sudeepta, 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, formal

Example: Personalized sales funnel', '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: Formally state your ask

Example: Something like 'If you are available tomorrow, shall we discuss this?'

Complimentary Close: None or standard

Example: Something simple like 'Thanks', 'Regards', or nothing at all.

Tone of Words: Confident with a formal touch

Overall Messaging: Focused on output

Length of Mail: Short

Example: Maximum upto 100-120 words

👉 While Negotiating & Closing

The secret to closing fast with Sudeepta is

- *Strong proof of impact and their conviction will matter the most, but they wouldn't want to act unilaterally either*

Will you ever get a clear answer from Sudeepta

- *They will say no if they are not convinced but you will have to prompt them.*

Insights For Deal Planning

How Fast (Or Slow) Will Sudeepta Move?

- *They will want to understand things well but can move fast once they have a clear picture.*

Can Sudeepta Take Some Risk Or Not?

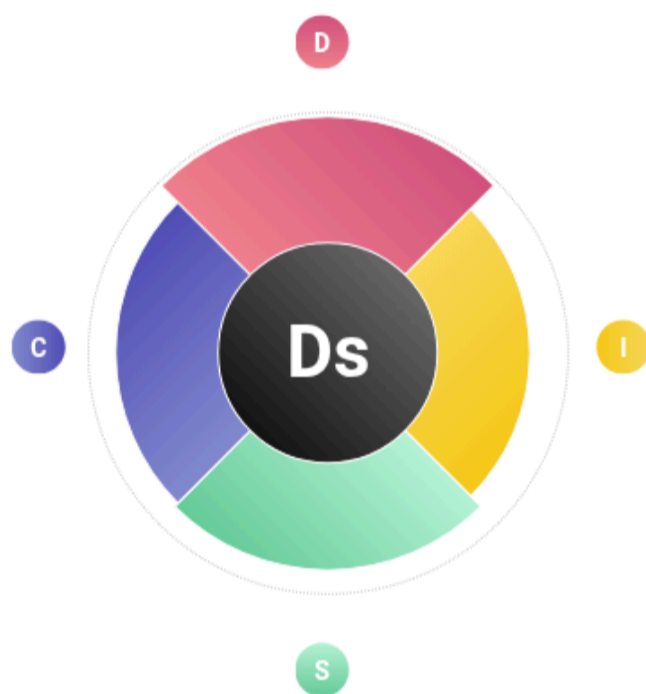
- *They have good risk tolerance but are likely to think it through once or twice.*

You And Sudeepta

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Sudeepta'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.

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.