



SUMANSHU ARORA

Sharpshooter
DISC Type : DC

Senior Data Scientist at Suncorp Group
Kellyville, New South Wales, Australia

Overview

Sumanshu is an AI Platform and Architecture Leader at Suncorp Group with over 14 years of experience building AI systems in regulated industries like insurance and fintech. A graduate of Lovely Professional University, colleagues describe him as having "amazing knowledge", being "incredible", and possessing "unmatched enthusiasm".

Outside of his corporate role, he is an active builder and entrepreneur. He founded PetNotch and has developed side projects including an open-source AI deployment toolkit and a tool to simplify property investment research, stemming from his personal frustrations with the process.

He is building an open-source platform, MCP Server Templates, to simplify AI server deployment for developers.

Personality Overview

Rigorous & Demanding **Precise But Practical** **Fast But Analytical**

They respond better to strong and respectful interactions. They like to move fast and expect the same from others. They are not always relationship oriented.

Topics They Care About

Regulated Agentic AI
His current focus at Suncorp is designing scalable, governed agentic AI architectures for claims automation in a regulated environment.

AI Infrastructure
He is building reusable, event-driven AI platform components and infrastructure, emphasizing observability and safety guardrails for enterprise use.

Developer Tooling
He created and shared an open-source toolkit (MCP Server Templates) and writes about development best practices like mocking APIs to help other AI builders.

Practical AI Applications

He is passionate about applying AI to solve real-world problems, from a personal project in property tech to his professional work in insurance automation.

AI Limitations

He reflects on the current state of AI, using simple puzzles to explore the gaps between current models and true human-level intelligence (AGI).

Tech Side Projects

He has a history of building his own ventures, including founding PetNotch and developing a new tool for property investment research.



Media Appearances

Sumanshu has no verified media appearances

Work History

- 10-2025
Senior Data Scientist at Suncorp Group
- 1-2023 - 10-2025
Senior Data Scientist | Credit Risk at Zip Co
- 2-2022 - 2-2025
Founder at PetNotch
- 11-2021 - 7-2022
Lead Data Scientist at Foxtel Group
- 7-2019 - 6-2022
Data Science Freelancer | Machine Learning | Data Analysis at Self-employed

Education

- 2007 - 2011
B.Tech from Lovely Professional University

More Information

Social Presence :



Prographics :

Exp : **14** Location : **Kellyville, New South Wales, Australia** Job Level : **N/A**

Designation : **Senior Data Scientist at Suncorp Group**

Insights For Selling To Sumanshu

👉 During A Call Or A Meeting

DO's

- Hold your ground without indulging in one-upmanship
- Use phrases like 'it's your decision', 'strategic impact' etc.
- Refer to testimonials from well-known industry leaders

DONT's

- Don't be in a rush to invite them for a social meet and greet
- Avoid being a storyteller and don't try to oversell
- Don't try too hard to forge relationships with them

👉 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: Sumanshu, 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, measured

Example: Will this work?', '6.2% revenue impact' etc.

Salutation: No

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

Greeting: No

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

Tone of Words: Confident, direct

Overall Messaging: Focused on measurable results

Length of Mail: Very Short

Example: Less than 100 words

👉 While Negotiating & Closing

The secret to closing fast with Sumanshu is

- *Conviction around the impact matters the most to them, followed by a sense of achievement and ROI.*

Will you ever get a clear answer from Sumanshu

- *If they are not convinced, they will say no without any hesitation.*

Insights For Deal Planning

How Fast (Or Slow) Will Sumanshu Move?

- *They can reach decisions fairly quickly if they are convinced.*

Can Sumanshu Take Some Risk Or Not?

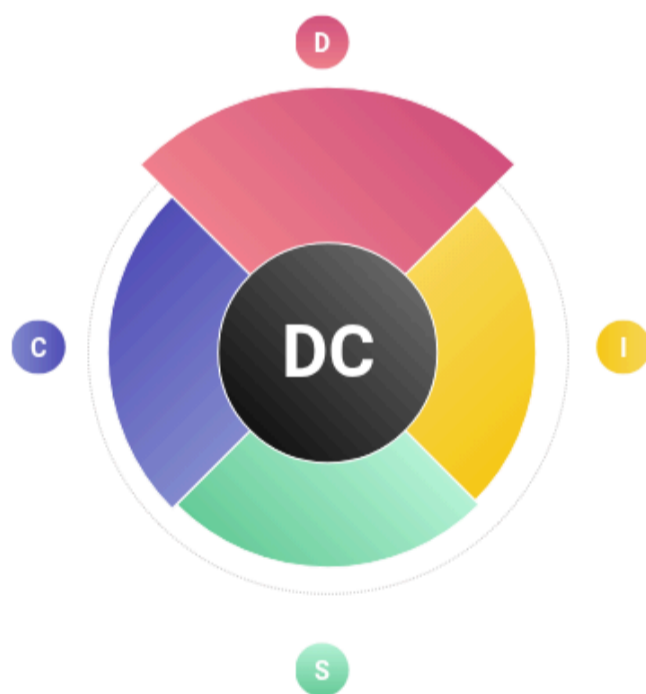
- *They don't mind risks but can be quite binary about them.*

You And Sumanshu

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Sumanshu'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.

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.