



SUNDUS GARAY

Collaborator

DISC Type : si

Patient Experience Coordinator at IVFMD Texas

Dallas-Fort Worth Metroplex, United States

Overview

Sundus has no verified overview

Personality Overview

Good Listener

Example Driven

Appreciative

Unlike D or C types, they are calm as well as friendly and can give the impression of being more receptive than they actually are. They are more likely to opt for solutions that are proven in the market. Scenarios where both sides can come out as winners appeal to them greatly.

Topics They Care About

Sundus has no verified topics they care about

Media Appearances

Sundus has no verified media appearances

Work History

- 7-2025
Patient Experience Coordinator at IVFMD Texas
- 3-2025 - 7-2025
Access Services Representative 1 at Baylor Scott & White Health
- 5-2021 - 1-2025
Quality Specialist at Surgical Care Affiliates
- 9-2019 - 5-2021
Senior Insurance Verification Representative at Surgical Care Affiliates
- 10-2018 - 9-2019
Insurance Verification Representative at Surgical Care Affiliates

Education

- Business Administration and Management from Dallas College

More Information

Social Presence :



Prographics :

Exp : **8** Location : **Dallas-Fort Worth Metroplex, United States** Job Level : **Junior**

Designation : **Patient Experience Coordinator at IVFMD Texas**

Insights For Selling To Sundus

👉 During A Call Or A Meeting

DO's

- Show genuine interest in solving their problems
- Be visibly appreciative of their actions during your interactions
- Show them how they look good by making this decision

DONT's

- Don't get into excessive details unless prompted
- Don't ask too many questions that sound too dry and objective
- Don't give the impression of being unproven or risky

👉 When Cold Calling

Insights

Pattern Interrupt: A polite and formal approach, that doesn't sound over-friendly or too aggressive makes it hard for them to say no to you.

Pace: Slow down a little bit, especially if you are fast usually. Sound like a 'calming break from the day' person.

Tone: Keep your tone calm and soothing, as if you are giving a stranger advice on a critical matter.

Tactics To Win: Use of social proof, FOMO, repeating their name

Mistakes To Avoid: Strong words, over-confidence, informal language

Making The Ask: Formally, respectfully request their time. They find it quite hard to say no (Compared to Dominant or Calculative types for eg)

Subconscious Driver: They are change-averse by default. Hence a FOMO laden pitch can jolt them into action.

Script

Greeting: Good morning/evening Sundus, how are you? This is [user_fname] at [user_companynamewordstwowords].

Opener: You are of course busy, would it be ok for me to take 30 seconds of your time to explain why I have called today?

Introduction: My company has built an AI that predicts prospect's personality and behavior so that you can start building trust from the very first second that you meet them.

Ask: Sundus, companies like [abc], [xyz] have found it to be invaluable and adopted it already, it would be ok perhaps to put 15 minutes on your calendar to share why this could be valuable for you.

Close: If you are a morning person, then how does Tues or Wed look at [time]? And your email ID is [prospect_email]?

👉 When Writing An Email

Subject: Personalized, clear

Example: John, let's close this tomorrow?', 'You will get this!' etc.

Salutation: Yes (Something formal)

Example: Use 'Hi', 'Hello' etc. (along with the first name)

Greeting: Yes (Say something usual)

Example: Say something usual and friendly, like 'It's a real pleasure'

Emojis/GIFs:

Bullet Points: Avoid

Closing Line: Close on a positive note

Example: Something like 'I am excited to discuss this tomorrow, does 11 am work well?'

Complimentary Close: Unique, pleasant

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

Tone of Words: Friendly, exciting

Overall Messaging: Focused on social proof

Length of Mail: Medium

Example: Ideally upto 130-150 words

👉 While Negotiating & Closing

The secret to closing fast with Sundus is

- *Relationships can play a major role, followed by low risk and strong market validation.*

Will you ever get a clear answer from Sundus

- *They are not very direct, and unlikely to say no to your face.*

Insights For Deal Planning

How Fast (Or Slow) Will Sundus Move?

- *They can take their time to make decisions, even if they are constantly involved and friendly.*

Can Sundus Take Some Risk Or Not?

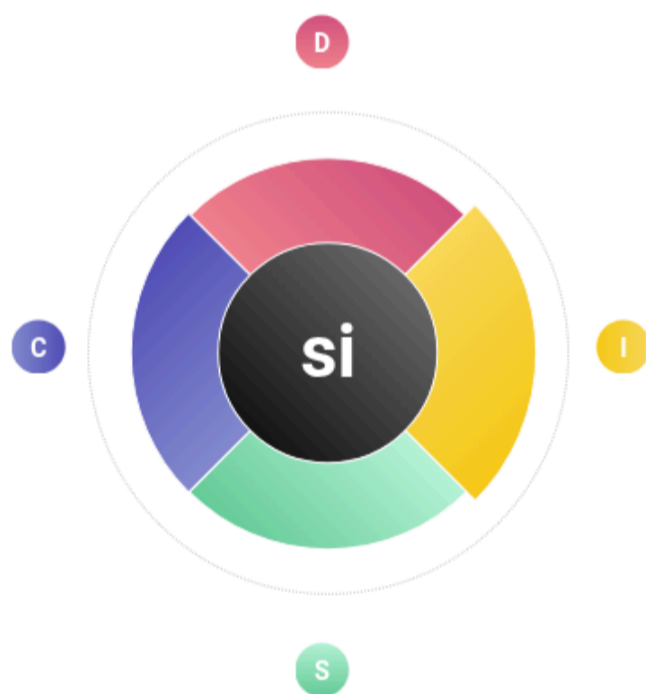
- *It is unlikely that they will take many risks.*

You And Sundus

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Sundus's Key Traits



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.

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.