



# SURESH NARAYANAN

**Activist**  
DISC Type : Cd

**Senior Sales Manager at Oracle**  
Mumbai, Maharashtra, India

## Overview

Suresh has no verified overview

### 👤 Personality Overview

Logical And Quick      Perfectionist      Value Conscious

They can be nudged to make faster decisions by offering what they value. They care equally about the product and its potential impact. They respond well to confident salespeople.

### 👤 Topics They Care About

Suresh has no verified topics they care about

## Media Appearances

Suresh has no verified media appearances

## Work History

- 4-2022  
Senior Sales Manager at Oracle
- 7-2021 - 4-2022  
Associate Vice President-West at Cloud4c-Ctrls Datacenters Ltd
- 9-2012 - 6-2021  
Regional Sales Manager at Persistent Systems
- 9-2012 - 8-2020  
General Manager- Sales at Persistent Systems
- 8-2012 - 8-2012  
Sr. Business Development Manager-Government (BU)Business Unit at Persistent Systems

## Education

- 2012 - 2013  
Master of Business Administration - MBA from Master of Business Administration
- 2008 - 2011  
Bachelor of Business Administration (B.B.A.) from Bachelor of Business Administration

## More Information

Social Presence :



Prographics :

Exp : 16 Location : **Mumbai, Maharashtra, India** Job Level : **Middle** Designation : **Senior Sales Manager at Oracle**

## Insights For Selling To Suresh

### 👉 During A Call Or A Meeting

#### DO's

- Make sure that they have the necessary authority, they could present false stature sometimes
- Highlight the competitive differentiation of your product
- Get to the point quickly instead of spending too much time on pleasantries

#### DONT's

- Don't expect them to change their mind quickly if they say no once
- Don't try to be an alpha salesperson, give them equal space
- Avoid long winding pitches, stay objective

## 👉 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 Suresh, 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:** 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 Suresh is

- *Belief in the product plays an important role, followed by objective proof and testimonials.*

Will you ever get a clear answer from Suresh

- *They may hesitate slightly, but if they are not convinced, they will say no.*

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## Insights For Deal Planning

How Fast (Or Slow) Will Suresh Move?

- *Their decision making speed is somewhere in the middle.*

Can Suresh Take Some Risk Or Not?

- *They can take risks only after they have analyzed the advantages and disadvantages.*

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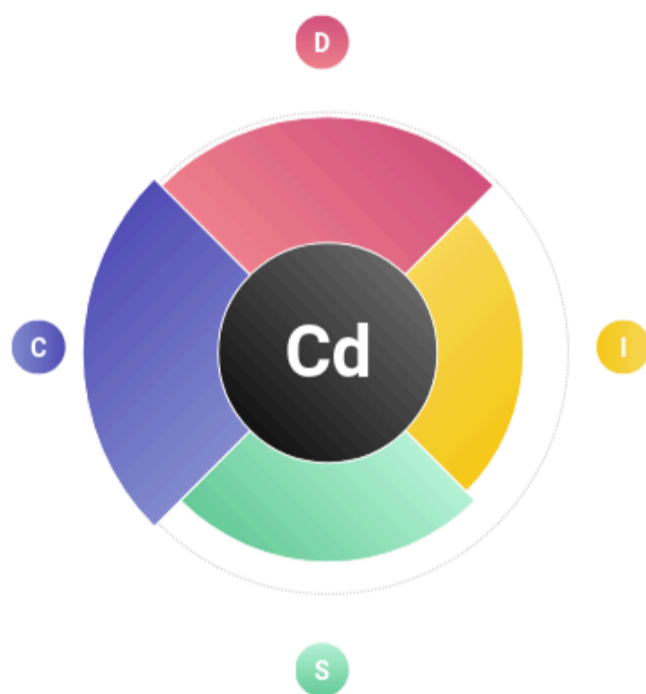
## You And Suresh

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Suresh'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.

### 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.