



SUTAPA D.

Critic
DISC Type : C

Sr. Manager Admissions at Amity University Kolkata
Greater Kolkata Area, India

Overview

Sutapa has no verified overview

👉 Personality Overview

ROI Driven Precise Information Seeker

They prefer to do logical analysis and value evidence over emotions. They enjoy working alone and do not rely on others very often. Unless the value is proven by data, they are unlikely to value fancy features.

👉 Topics They Care About

Sutapa has no verified topics they care about

Media Appearances

Sutapa has no verified media appearances

Work History

- 4-2026
Sr. Manager Admissions at Amity University Kolkata
- 3-2024
Manager Admissions at Amity University Kolkata
- 8-2023 - 8-2024
Deputy Manager Admissions at Amity University Kolkata
- 4-2017 - 4-2022
Asst Manager Admission at Amity University Kolkata
- 6-2015 - 4-2017
Asst. Manager at RICE GROUP

Education

- 2003 - 2005
10+2 from Kendriya Vidyalaya
- 2010 - 2012
Master of Business Administration (M.B.A.) from Sikkim Manipal Univerysity

More Information

Social Presence :



Prographics :

Exp : **14** Location : **Greater Kolkata Area, India** Job Level : **Middle**

Designation : **Sr. Manager Admissions at Amity University Kolkata**

Insights For Selling To Sutapa

👉 During A Call Or A Meeting

DO's

- Leverage facts and figures wherever possible; use percentages, numbers etc.
- Be ready to answer many clarity-seeking questions and requests for information
- Be formal and objective, they will appreciate it more

DONT's

- Make extra effort to not seem pushy or confrontational
- Don't give superficial answers, they are easily rattled by them
- Avoid phrases like 'trust me', 'others just love' etc.

👉 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 Sutapa, 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: Objective

Example: Getting personalization right, '40% increase' etc.

Salutation: Yes (Something usual)

Example: Use 'Hi' or only the first name

Greeting: No

Example: Skip lines like 'I hope you are doing well'

Emojis/GIFs:

Bullet Points: Recommended

Closing Line: Logically summarize/ask

Example: Something like 'If these points make sense, shall we speak tomorrow?'

Complimentary Close: None or formal

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

Tone of Words: Objective, informational

Overall Messaging: Focused on allaying doubts and ROI

Length of Mail: Short

Example: Ideally upto 100-120 words

👉 While Negotiating & Closing

The secret to closing fast with Sutapa is

- *Strong evidence of ROI, effective pricing, and proven data points matter the most to them.*

Will you ever get a clear answer from Sutapa

- *It is not very hard for them to say no if they are not convinced about the decision.*

Insights For Deal Planning

How Fast (Or Slow) Will Sutapa Move?

- *Their decision-making is neither very fast nor very slow, they are somewhere in between.*

Can Sutapa Take Some Risk Or Not?

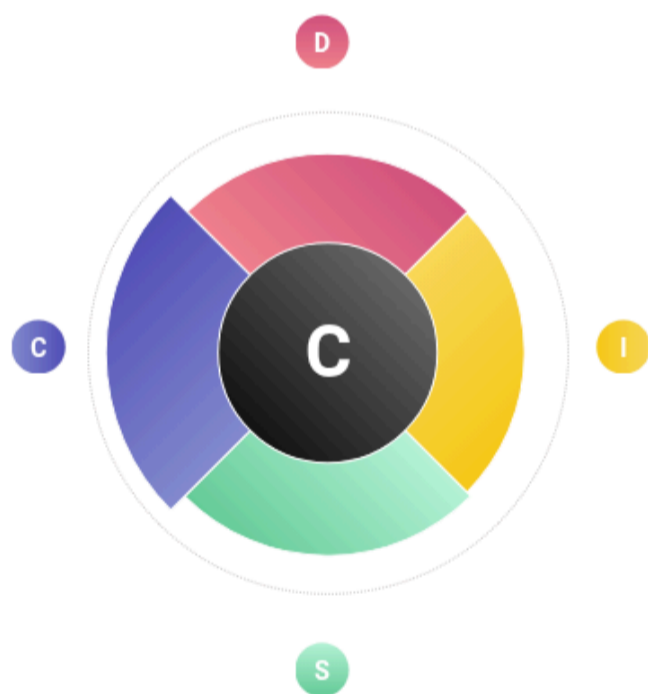
- *They can take risks if their analysis shows that it would be worth it.*

You And Sutapa

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Sutapa'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.