



SWAMY MANDA

Planner
DISC Type : Sc

Founder and CEO at Radiant Semiconductors LLC- USA
Bengaluru, Karnataka, India

Overview

Swamy Manda is the Founder and CEO of Radiant Semiconductors, bringing over 13 years of expertise in VLSI front-end design and verification. His career includes experience with industry leaders such as AMD, ADI, Qualcomm, and NXP. People who have worked with him describe him as a "true leader" who is ethical and committed to client success.

Under his leadership, Radiant Semiconductors has achieved remarkable financial results, including significant revenue and profit growth.

Personality Overview

Inflexible

Not Very Vocal

Disciplined

They do not like taking risks at all and go for proven options in the end. They are heavily focused on quality and prefer doing things the right way, even if it takes time. They are thorough and always follow a systematic approach.

Topics They Care About

ASIC Verification

He is an expert in all aspects of SOC verification, from planning to closure, and has a track record of achieving first-pass silicon success on multiple projects.

High-Growth Leadership

His company, Radiant Semiconductors, experienced extraordinary revenue and profit growth in the 2023 financial year, showcasing his effective leadership in scaling the business.

Acquiring Senior Talent

He is actively hiring for senior and lead engineering roles in Bengaluru and Hyderabad, focusing on building a strong technical team in RTL Design, Verification, and Physical Design.

Strategic Partnerships

He forges collaborations, such as a recent one with INTERA-GROUP, to drive innovation in areas like AI acceleration and next-generation semiconductor solutions.

Customer Success

Recommendations highlight his focus on being highly attuned to customer needs and demonstrating a strong commitment to ensuring their success.



Media Appearances

Swamy has no verified media appearances

Work History

- 6-2021
Founder and CEO at Radiant Semiconductors LLC-USA
- 11-2015
Founder and CEO at Radiant Semiconductors Pvt.Ltd
- 6-2013 - 10-2015
Senior ASIC Verification Engineer at HCL Technologies
- 7-2010 - 5-2013
ASIC Verification Engineer at Kacper Technologies Pvt.Ltd

Education

- 6-2006 - 5-2010
Bachelor of Technology - BTech from Jawaharlal Nehru Technological University

More Information

Social Presence :



Prographics :

Exp : **15** Location : **Bengaluru, Karnataka, India** Job Level : **Leadership**

Designation : **Founder and CEO at Radiant Semiconductors LLC- USA**

Insights For Selling To Swamy

👉 During A Call Or A Meeting

DO's

- Be firm in your communication and stay in control
- Ask them which other stakeholders would be important for this purchase decision
- Expect them to be slow and cautious, encourage them to ask more questions

DONT's

- Don't use phrases like 'do not worry', 'i promise' etc.
- Don't rely on relationship building even if they act pleasantly
- Don't push them too hard to make fast decisions, give them time

👉 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 Swamy, 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: Swamy, 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: Precise

Example: Measurable results', '6.2% more sales' etc.

Salutation: Yes (Something formal)

Example: Use 'Hi' (along with the first name)

Greeting: Yes (Say something formal/usual)

Example: Use standard lines, like 'I hope that you are doing well' etc.

Emojis/GIFs:

Bullet Points: Recommended

Closing Line: Logically summarize/ask

Example: Something like 'If these points make it clear, shall we speak tomorrow at 11am?'

Complimentary Close: Formal

Example: Something simple like 'Thanks', 'Regards' etc.

Tone of Words: Objective, informational

Overall Messaging: Focused on removing doubts

Length of Mail: Medium

Example: Ideally upto 120-130 words

👉 While Negotiating & Closing

The secret to closing fast with Swamy is

- *Low-risk, adoption by others are very important to them, followed by confidence in ROI.*

Will you ever get a clear answer from Swamy

- *Often, they don't say no, or keep going about it in circles.*

Insights For Deal Planning

How Fast (Or Slow) Will Swamy Move?

- *They do not like to rush and therefore can be quite slow in their decision-making.*

Can Swamy Take Some Risk Or Not?

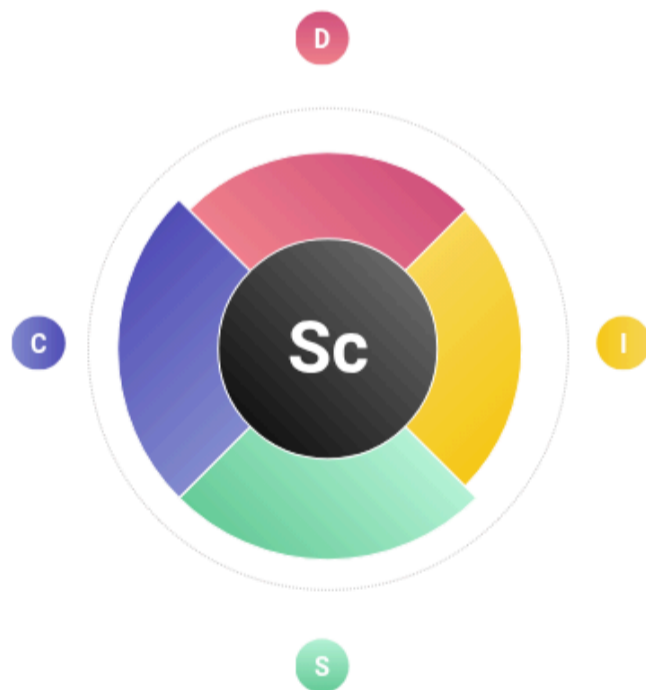
- *They have little risk-appetite and prefer to take measured decisions.*

You And Swamy

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Swamy'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.

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.