



# SWAROOP KATARGUNDE

**Critic**  
DISC Type : C

**Director - IT Infrastructure & Security at IKS Health**  
Thane, Maharashtra, India

## Overview

Swaroop Katargunde is the Director of IT Infrastructure & Security at IKS Health, with over 15 years of experience driving strategic IT initiatives and managing complex infrastructure projects. He holds a Bachelor of Technology from Kalinga University, and colleagues describe him as a technically strong, calm, and reliable leader.

He is a "Certified Great People Manager" and a recipient of the Value Champion Team Award.

## Personality Overview

**ROI Driven**      **Information Seeker**      **Precise**

They prefer to analyze logically and value objective facts over emotions. They like to take decisions independently and do not seek others' support often. Unless the value is proven by data, they are unlikely to value fancy features.

## Topics They Care About

- IT Infrastructure Security**  
As a Director with 15+ years of experience, he leads IT governance, budget management, infrastructure buildouts, and security operations across multi-geographic sites.
- Cloud Architecture**  
Actively hiring Cloud Architects and Engineers with experience in Google Cloud Platform (GCP), signaling a strategic focus on building and managing cloud infrastructure.
- Team Leadership**  
He is a "Certified Great People Manager" with a strong focus on team development, reflected in his promotions and the highly positive recommendations he has received.
- Talent Recruitment**

He is personally and actively involved in building his team by posting hiring announcements for various IT and cloud roles directly on his social feed.

### Network Engineering

His career path includes multiple network management roles, and he continues to hire network specialists, demonstrating deep and ongoing expertise in this domain.

### Enterprise Technology

[Predicted] His professional interests include major technology corporations like IBM and Hewlett Packard Enterprise, suggesting a focus on large-scale enterprise solutions.



## Media Appearances

Swaroop has no verified media appearances

## Work History

- 7-2024  
Director - IT Infrastructure & Security at IKS Health
- 7-2021 - 6-2024  
Service Delivery Manager - IT & Security at IKS Health
- 3-2020 - 7-2021  
Deputy Manager - IT at Trilegal
- 4-2017 - 3-2020  
Team Manager - Network at IKS Health
- 4-2015 - 3-2017  
Network Specialist at IKS Health

## Education

- 2013 - 2016  
Bachelor of Technology from Kalinga University, Raipur
- 2006 - 2009  
Diploma from Maharashtra Institute of Technology

## More Information

### Social Presence :



### Prographics :

Exp : **15** Location : **Thane, Maharashtra, India** Job Level : **Mid-senior**

Designation : **Director - IT Infrastructure & Security at IKS Health**

# Insights For Selling To Swaroop

## 👉 During A Call Or A Meeting

### DO's

- Be ready to answer many clarity-seeking questions and requests for information
- Leverage facts and figures wherever possible; use percentages, numbers etc.
- Be ready for penetrating questions and critical examination of your pitch

### DONT's

- Don't give superficial answers, they are easily rattled by them
- Make extra effort to not seem pushy or confrontational
- Don't rush them till they have clearly gotten all the necessary information

## 👉 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 Swaroop, 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 Swaroop is

- *Proof of ROI, low pricing and objective proof points are the important factors for them.*

Will you ever get a clear answer from Swaroop

- *They do not mind saying no if they believe that it is the right decision.*

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## Insights For Deal Planning

How Fast (Or Slow) Will Swaroop Move?

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

Can Swaroop Take Some Risk Or Not?

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

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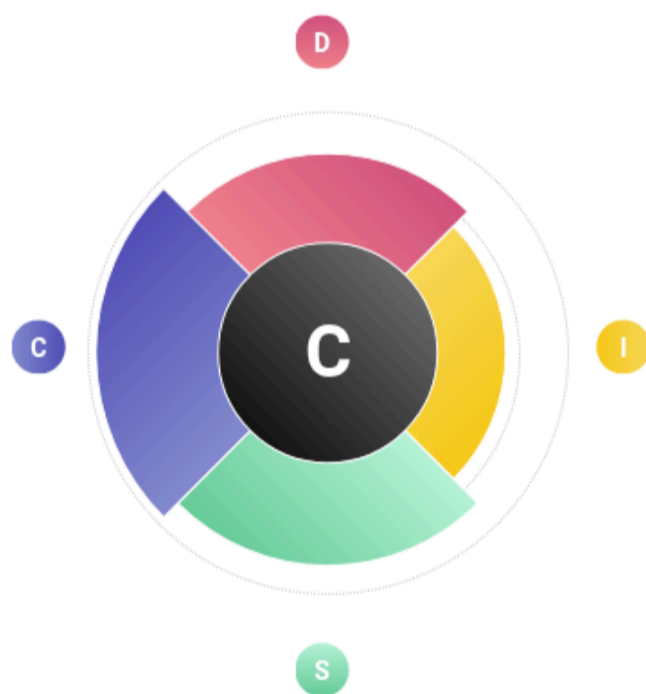
## You And Swaroop

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Swaroop'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.