



TAYLOR CHAMBERS

Observer

DISC Type : ic

Strategic Account Executive at Glean

Garnet Valley, Pennsylvania, United States

Overview

Taylor is a Strategic Account Executive at Glean with a strong track record of exceeding sales quotas at previous roles with Benchling and Sparta Systems. She holds an MBA from Philadelphia University and is certified in the MEDDIC sales methodology, showcasing her expertise in enterprise technology sales.

Outside of her professional life, Taylor is a proud wife and mother. She was a decorated student-athlete in college, receiving the "Most Outstanding Student Athlete" award. She actively celebrates her family's achievements, including her daughter becoming a published author.

Interesting fact: Taylor's young daughter recently became a published author, a creative project she worked on with Taylor's husband.

👉 Personality Overview

Value Driven

Assertive

Example Seeker

They are generally strong communicators and are not easy to convince. They can sound friendly and charming but can quickly change gears to become inquisitive and probing. They often ask many questions and rely heavily on information and documentation.

👉 Topics They Care About

Workplace AI

Her posts show immense pride in Glean's growth and its recognition by Gartner as an innovator in Generative AI for the workplace.

Exceeding Sales Quotas

Her employment history consistently highlights achieving well over 100% of her sales quota year after year, winning multiple club awards for performance.

Family Achievements

She frequently posts about being a proud mom and wife, celebrating milestones like her daughter becoming a published author with her husband's help.

Life Sciences Industry

She has significant experience selling into this sector from her time at Benchling and lists major pharmaceutical companies like Pfizer and Merck as interests.

MEDDIC Sales Process

She holds multiple certifications in the MEDDIC/MEDDICC sales methodology, indicating it's a core part of her professional skill set and strategy.

College Athletics

[Predicted] Her profile mentions winning an award for "Most Outstanding Student Athlete" in university, suggesting a strong background and continued interest in sports.



Media Appearances

Taylor has no verified media appearances

Work History

- 3-2025
Strategic Account Executive at Glean
- 11-2024 - 3-2025
Leader, Global Accounts at Benchling
- 2-2023 - 11-2024
Global Account Manager at Benchling
- 3-2021 - 2-2023
Enterprise Account Executive at Benchling
- 10-2014 - 3-2021
Account Executive at Sparta Systems

Education

- 2012 - 2013
Master of Business Administration (MBA) from Philadelphia University
- 2008 - 2012
Bachelor of Science (B.S.) from Philadelphia University

More Information

Social Presence :



Prographics :

Exp : **13** Location : **Garnet Valley, Pennsylvania, United States** Job Level : **Middle**

Designation : **Strategic Account Executive at Glean**

Insights For Selling To Taylor

👉 During A Call Or A Meeting

DO's

- Share testimonials from known people and give multiple examples of product value
- Invite them for a social do but don't rely solely on the relationship
- Persuade objectively how your product will help them achieve their goals

DONT's

- Avoid making offhand commitments
- Don't rely excessively on your relationship with them to win the deal
- Don't try to rush them into a decision, provide all necessary information first

👉 When Cold Calling

Insights

Pattern Interrupt: Informal style, where you are talking in a friendly & casual manner, with a big smile on makes them want to speak to you.

Pace: Don't be too fast or too slow, stay in the middle. Sound like a 'brings happiness to others' person.

Tone: Speak with high energy and in a personal manner, as if you have met a friend suddenly after a long time.

Tactics To Win: Giving social proof, personal rapport, usage of superlatives, repeating their name.

Mistakes To Avoid: Information overload, use of negations

Making The Ask: Use positivity and/or humor to make the ask. It appeals to them, as if you are bringing a cheer to their day. (Avoid doing this with Dominant or Calculative types)

Subconscious Driver: They are driven by emotion more than any other type. Hence a proposition that excites them will immediately get their attention.

Script

Greeting: Hey Taylor, [user_fname] here at [user_companynamewordstwowords] calling you this morning/evening!

Opener: Now I know how much people love cold calls, so how about 30 seconds to tell you what I have for you?

Introduction: We have built an AI that predicts exactly what will build a solid relationship with each prospect before you even spend a minute with them.

Ask: Taylor, leaders just like you at companies like [abc], [xyz] have been blown away with what they have seen, why don't we put 15 minutes on your calendar to show you if what I am saying is actually real, yeah?

Close: So morning at around [time] next [tuesday], shall we say? And is it [prospect_email]? Don't want to get that wrong you know!

👉 When Writing An Email

Subject: Exciting but objective

Example: Making it personalized', 'Changing how to sell' etc.

Salutation: Yes (Something usual)

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

Greeting: No

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

Emojis/GIFs:

Bullet Points: Could use

Closing Line: Logically summarize, keep high energy

Example: Something like 'If these points make it clear, lets wrap this up at 11am?'

Complimentary Close: Unique or standard

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

Tone of Words: Confident, informational

Overall Messaging: Focused on generating excitement while staying objective

Length of Mail: Medium

Example: Ideally upto 120-130 words

👉 While Negotiating & Closing

The secret to closing fast with Taylor is

- *Clear proof of product value matters to them, followed by others' testimonials and rapport.*

Will you ever get a clear answer from Taylor

- *They are practical yet friendly, don't expect a clear no very often.*

Insights For Deal Planning

How Fast (Or Slow) Will Taylor Move?

- *They like to analyze well and can take their time to reach any decisions.*

Can Taylor Take Some Risk Or Not?

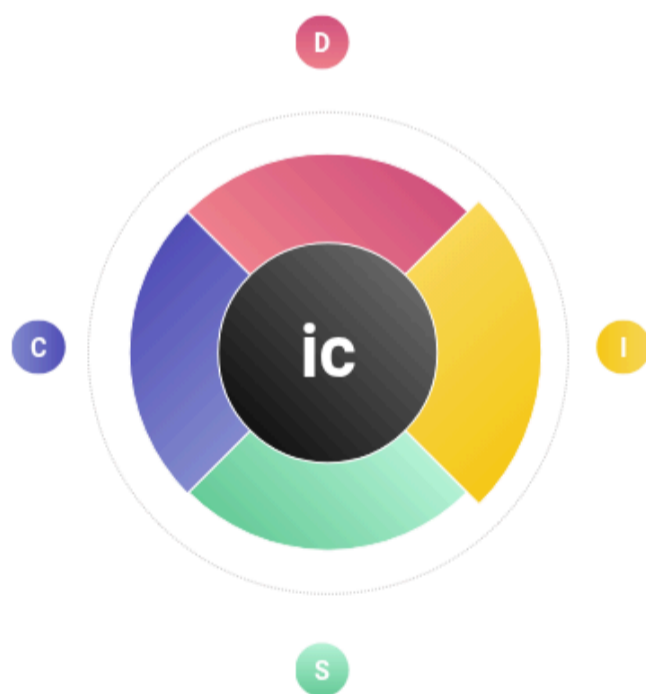
- *They systematically evaluate all decisions and are unlikely to take many risks.*

You And Taylor

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Taylor's Key Traits



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.

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.