



## THOMAS FRANKS

Critic  
DISC Type : C

Senior Commercial Manager at Akaysha Energy  
Berlin, Berlin, Germany

### Overview

He is a Senior Commercial Manager at Akaysha Energy, specializing in the German battery energy storage market. His career includes key roles like Head of Energy Storage at GoldenPeaks Capital and Energy Storage Engineer at Deutsche Bahn. He holds a Master of Science and has specialized certifications in materials testing.

He was selected from over 3400 applicants as a finalist for the prestigious "Engineering Undergraduate of the Year" award.

### 👉 Personality Overview

Negotiator

Precise

ROI Driven

They prefer to do logical analysis and value evidence over emotions. They enjoy working alone and do not rely on others very often. It is very likely that they will negotiate pricing or other important terms.

### 👉 Topics They Care About

#### Energy Storage Systems

His entire career focuses on energy storage, from engineering at Deutsche Bahn to leading commercial strategy for utility-scale battery projects in Europe.

#### German Energy Market

His current role at Akaysha Energy is dedicated to driving the commercial aspects of the battery energy storage business in his home market of Germany.

#### European Market Expansion

As a leader, he has focused on developing and operating large-scale energy storage assets in emerging European markets like Poland and Hungary.

## Future of Transportation

During his time with Deutsche Bahn, he took an active interest in shaping the future of public transport and the role energy infrastructure plays within it.



## Media Appearances

Thomas has no verified media appearances

## Work History

- 3-2026  
Senior Commercial Manager at Akaysha Energy
- 3-2024 - 3-2026  
Head of Energy Storage at GoldenPeaks Capital
- 3-2022 - 3-2024  
Energy Storage Engineer at Deutsche Bahn
- 1-2021 - 2-2022  
International Project Manager at Energiequelle GmbH
- 9-2019 - 1-2021  
Energy Storage Consultant at Natural Power

## Education

- 2018 - 2019  
Master of Science - MS from Heriot-Watt University
- 2014 - 2018  
Bachelor of Engineering - BE from University of Portsmouth

## More Information

### Social Presence :



### Prographics :

Exp : **12** Location : **Berlin, Berlin, Germany** Job Level : **Middle**

Designation : **Senior Commercial Manager at Akaysha Energy**

## Insights For Selling To Thomas

### 👉 During A Call Or A Meeting

#### DO's

- Be ready to answer many clarity-seeking questions and requests for information
- Use phrases like 'expect X% improvement', 'data clearly shows' etc.
- Leverage facts and figures wherever possible; use percentages, numbers etc.

#### DONT's

- Don't give superficial answers, they are easily rattled by them
- Don't try to give too many examples of other users, they like to make their own decisions
- Make extra effort to not seem pushy or confrontational

## 👉 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 Thomas, 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 Thomas is

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

Will you ever get a clear answer from Thomas

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

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## Insights For Deal Planning

How Fast (Or Slow) Will Thomas Move?

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

Can Thomas Take Some Risk Or Not?

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

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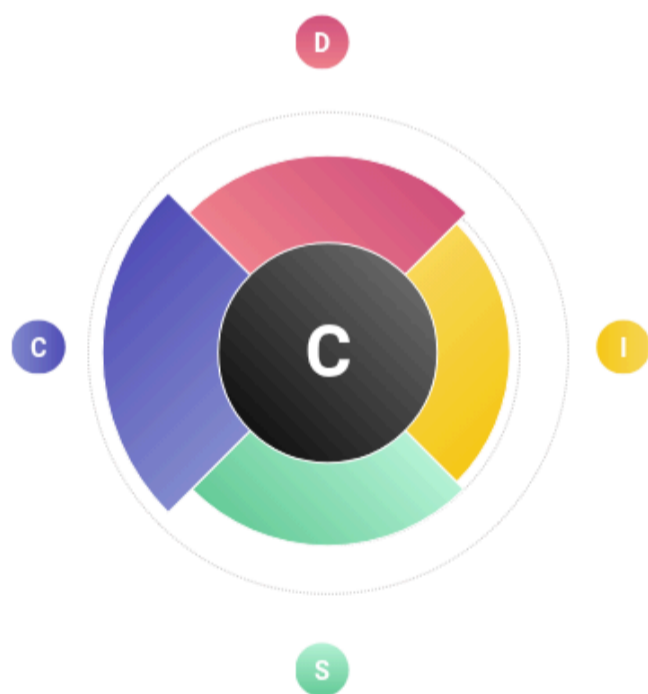
## You And Thomas

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Thomas'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.