



# THOMAS JAGODITS

**Critic**  
DISC Type : C

**Senior Director Technical - SW & Scientist at Hughes Network Systems**  
Washington DC-Baltimore Area, United States

## Overview

Thomas has no verified overview

### 👤 Personality Overview

Precise      Information Seeker      Negotiator

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. They prefer to analyze logically and value objective facts over emotions.

### 👤 Topics They Care About

Thomas has no verified topics they care about

## Media Appearances

Thomas has no verified media appearances

## Work History

- 1-1996 - 12-2025  
Senior Director Technical - SW & Scientist at Hughes Network Systems
- 12-1990 - 1-1996  
Project Manager at Xerox Corporation

## Education

- 1988 - 1990  
Master of Science (MSc) from UC Santa Barbara
- 1983 - 1985  
B.A from The University of Texas at Austin

## More Information

### Social Presence :



### Prographics :

Exp : 35    Location : Washington DC-Baltimore Area, United States    Job Level : N/A

## **Insights For Selling To Thomas**

### **👉 During A Call Or A Meeting**

#### **DO's**

- Keep some extra margin while sharing pricing, they are likely to negotiate later
- Be ready to answer many clarity-seeking questions and requests for information
- If you can, show them industry reports or analyst comments instead of sharing anecdotal stories

#### **DONT's**

- Don't try too hard to build a relationship with them
- 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 Thomas, this is [user\_fname] at [user\_companynamefirsttwowords].

**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

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

Will you ever get a clear answer from Thomas

- *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 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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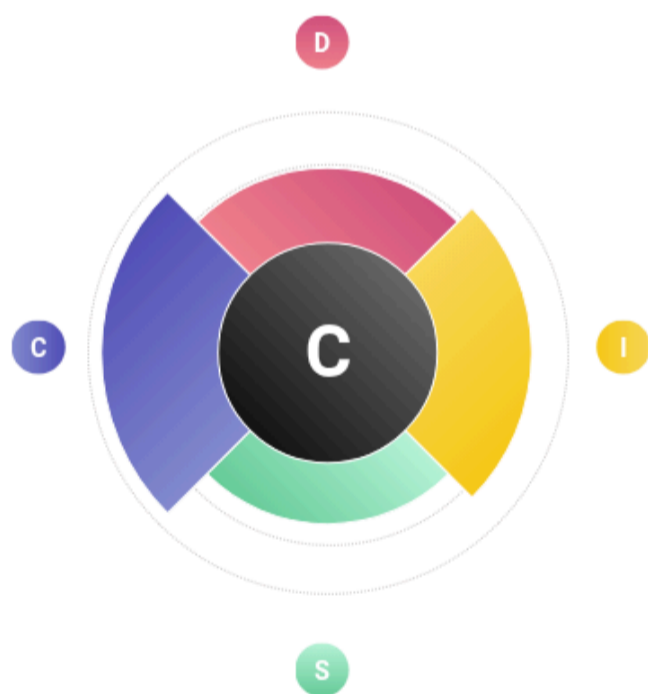
## You And Thomas

### 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.