



TIM STOTHART

Initiator
DISC Type : Di

Director of Transformation & Innovation at SSE Energy Solutions
Leeds, England, United Kingdom

Overview

Tim Stothart is a senior executive with extensive experience leading major transformations in the UK energy sector. As a COO, CTO, and Director, he has a proven track record of delivering enterprise-level strategies in complex operational environments at firms like SSE Energy Solutions and E. ON, and holds a BSc from the University of Sunderland.

He is extremely passionate about delivering the right outcomes for businesses and customers while developing people and building highly effective, sustainable teams. His focus is on driving transformational change and innovation.

He is leading the transformation towards net-zero carbon for a major UK utility, a change enabled by a £1 billion investment in infrastructure and technology.

👉 Personality Overview

Friendly Challenger **Conviction Driven** **Impact-Oriented**

They measure a product on its merit but can be influenced by strong testimonials. They usually prefer to drive the conversation. They respond well to objective pitches but also attach some value to relationships.

👉 Topics They Care About

- Energy Sector Transformation**
Has held multiple senior transformation roles at major UK energy suppliers, including SSE Energy Solutions, Peoples Energy, and E. ON.
- Net-Zero Transition**
Passionate about leading the transition to net-zero carbon by changing consumer and business behavior through refreshed infrastructure, technology, and data.
- Team Development**
Focuses on developing people and building highly effective and sustainable teams to deliver positive business and customer outcomes.

Strategic Innovation

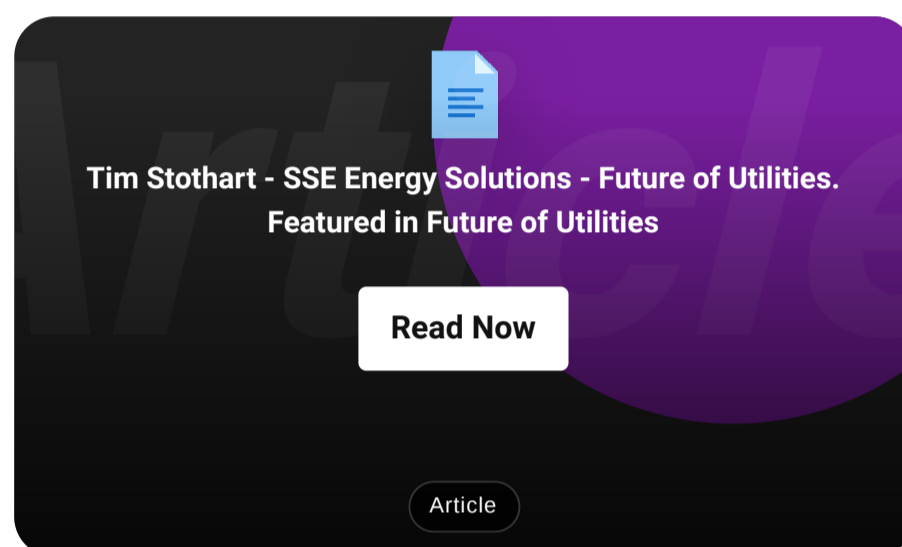
His role as Director of Transformation & Innovation at SSE Energy Solutions highlights his focus on driving strategic change and innovative solutions.

Sunderland AFC

[Predicted] Having attended the University of Sunderland, he may have an affinity for the local professional football team.



Media Appearances



Work History

- 11-2023
Director of Transformation & Innovation at SSE Energy Solutions
- 11-2022 - 11-2023
Director of Transformation at SSE Energy Solutions
- 11-2021 - 11-2022
Director of Strategic Portfolio at SSE Energy Solutions
- 5-2021 - 10-2021
Chief Operating Officer at Peoples Energy
- 11-2019 - 5-2021
Director of Energy Services - E.On npower at E.ON

Education

- 1991 - 1994
BSc (Hons) from University of Sunderland
- Education details unavailable from NES Aim Academy

More Information

Social Presence :



Prographics :

Exp : **31** Location : **Leeds, England, United Kingdom** Job Level : **Mid-senior**

Designation : **Director of Transformation & Innovation at SSE Energy Solutions**

Insights For Selling To Tim

👉 During A Call Or A Meeting

DO's

- Keep your pitch focused on the impact but insert some anecdotes into it
- Focus on the big picture and the strategic value of your product
- Look like someone who is on top of their game

DONT's

- Avoid focusing only on the product or its ROI, keep building trust subtly
- Don't keep repeating the same information, it could make them impatient
- Don't be too verbose or overly friendly; a little bit, however, is fine

👉 When Cold Calling

Insights

Pattern Interrupt: Confident style, with a mix of informality and formality gets their attention.

Pace: Speak slightly fast. Sound like a 'gets shit done' person.

Tone: Do not sound too eager, as if you have met a friend suddenly after a long time. Keep the tone calm but confident.

Tactics To Win: Strong words, focus on results, respectful confidence

Mistakes To Avoid: Apologizing, nervousness, information overload, social proof

Making The Ask: Confidently, ask for 10-15 minutes. Allude to the results and outcomes that are possible. They care about the ends more than the means.

Subconscious Driver: Results and outcomes are what matter to them. Any credible shot at getting results will appeal to them quickly.

Script

Greeting: Tim, this is [user_fname] at [user_companynamefirsttwowords].

Opener: In 30 seconds if I could share how 100% of your sellers could kick ass this year, can I go for it?

Introduction: We have built an AI that predicts exactly what would matter to your buyer before you even meet them.

Ask: Can I put 15 minutes on your calendar to show you how this changes outcomes for you?

Close: [time1] on [date1] sounds good? Or would you prefer [time2] on [date2]? And [prospect_email] works well?

👉 When Writing An Email

Subject: Exciting, direct

Example: John, quantum jump', 'Is it game over?' etc.

Salutation: No

Example: Skip 'Hi', 'Hey' etc., use only the first name

Greeting: No (Or say something unique)

Example: Skip anything, or say something unique like 'What an exciting discussion it's been!'

Emojis/GIFs:

Bullet Points: Could use

Closing Line: Informally state your ask

Example: Something like 'John, if you are on, let's finalize tomorrow?'

Complimentary Close: Unique, casual

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

Tone of Words: Informal, direct

Overall Messaging: Focused on personal achievement

Length of Mail: Short

Example: Ideally upto 100-120 words

👉 While Negotiating & Closing

The secret to closing fast with Tim is

- *Belief in the value of the product, relationship and a sense of accomplishment matter the most.*

Will you ever get a clear answer from Tim

- *They are not shy of saying no if they do not develop trust in your product.*

Insights For Deal Planning

How Fast (Or Slow) Will Tim Move?

- *If they develop confidence in your product and you, then they can make fast decisions.*

Can Tim Take Some Risk Or Not?

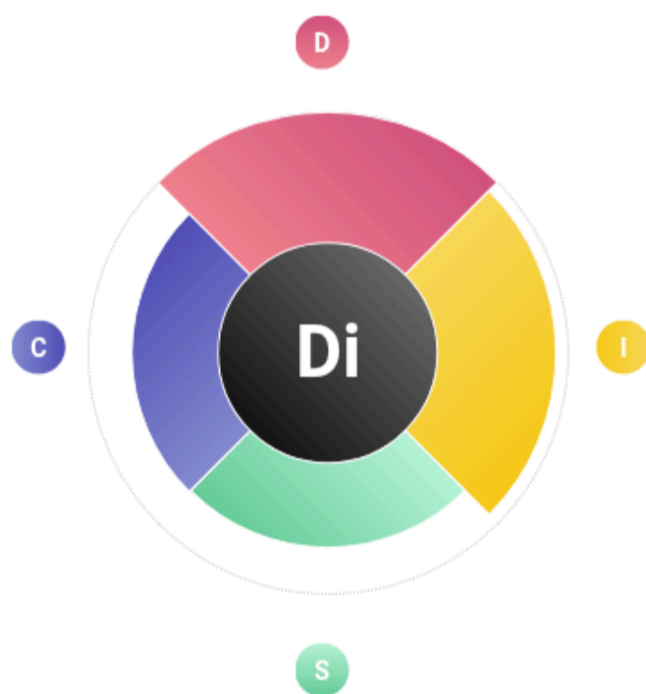
- *If necessary, they have the ability to take risky decisions.*

You And Tim

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Tim's Key Traits



DOMINANCE

Dominance(D) reflects how goal and task oriented a person is and her ability to accomplish results, irrespective of how demanding the circumstances might be. Those scoring high tend to be motivated by winning, competition and success and can be described as direct, demanding and strong willed.

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.