



## TOM GRIGA

**Captain**  
DISC Type : DS

**SVP Sales & Client Services at Divurgent**  
Cincinnati, Ohio, United States

### Overview

Tom Griga is a results-driven executive with over 30 years of experience in Healthcare & Life Sciences, currently serving as SVP of Sales & Client Services at Divurgent. He excels at cultivating C-suite relationships and building high-performance teams to drive growth. Colleagues describe him as trustworthy, transformative, and an exceptional leader.

Outside of work, Tom identifies as a husband, father, and Christ follower, with a focus on inspiring a healthier and happier future. His personal interests appear to revolve around family, faith, and a strong appreciation for dogs, often engaging with positive and uplifting content.

Tom is considered a "known asset" within his industry, recognized for his strong moral character and extensive executive relationships.

### 👉 Personality Overview

**Consummate Professional**

**Output-Driven**

**Long-Term Thinker**

Reading between the lines and seeing beyond your words comes naturally to them. They might take some time to make their mind up but once they do, they don't change it easily. They exhibit a rare combination of being result-oriented but patient at the same time.

### 👉 Topics They Care About

#### Healthcare IT Strategy

His career focuses on transforming healthcare organizations through strategic advisory, digital transformation, and implementing solutions like EMR support and data analytics.

#### C-Suite Relationships

A core competency throughout his career is his ability to build and sustain long-term, trusted advisor relationships with senior executives in the healthcare sector.

#### Building Sales Teams

He has a proven ability to build and scale high-performance sales, delivery, and account management teams to consistently exceed financial targets.

### Faith and Family

He prominently identifies as a "Husband | Father | Christ Follower" in his personal headline, indicating these are core values in his life.

### Cincinnati Bengals

[Predicted] Based on graduating from Archbishop Moeller High School in Cincinnati, he may follow local professional sports teams like the Bengals.



## Media Appearances

Divurgent Names Tom Griga as Senior Vice President of Client Services. Featured in H1Stalk

[Read Now](#)

Article

Divurgent welcomes Thomas Griga to the team – "Tom brings a ton of healthcare knowledge". Featured in Facebook

[See Now](#)

Facebook

## Work History

- 12-2024  
SVP Sales & Client Services at Divurgent
- 5-2022 - 12-2024  
SVP Healthcare Provider Sales at The HCI Group
- 5-2022 - 12-2024  
SVP NA Sales/ Client Services at The HCI Group
- 1-2021 - 5-2022  
VP Sales & Client Management, ATOS at Atos
- 11-2020 - 5-2022  
SVP Sales/ Ops & Client Success at Atos

## Education

- 1985 - 1987  
Biology/ Computer Science from Bowling Green State University
- 1981 - 1985  
Graduated Top 15% of class from Archbishop Moeller High School
- Graduated Top 15% of class from Archbishop Moeller High School
- Biology/ Computer Science from Bowling Green State University

## More Information

### Social Presence :



### Prographics :

Exp : **N/A** Location : **Cincinnati, Ohio, United States** Job Level : **N/A** Designation : **SVP Sales & Client Services at Divurgent**

# Insights For Selling To Tom

## 👉 During A Call Or A Meeting

### DO's

- You can spend time on BANT (or other qualification methodology) but keep it to the point
- Suggest clear next steps with confidence, don't be vague or hesitant
- Ask them at the end if they see a strong value prop in your product; expect an honest answer

### DONT's

- Don't take their patience for granted, avoid long-winding sermons
- Don't shy away from asking hard questions, but be extra polite
- Avoid putting conscious effort into relationship-building

## 👉 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:** Tom, this is [user\_fname] at [user\_companynamewordstwowords].

**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:** To the point, formal

*Example: Personalized sales funnel', 'Sales conversion' etc.*

**Salutation:** No

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

**Greeting:** No

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

**Emojis/GIFs:**

**Bullet Points:** Could use

**Closing Line:** Formally state your ask

*Example: Something like 'If you are available tomorrow, shall we discuss this?'*

**Complimentary Close:** None or standard

*Example: Something simple like 'Thanks', 'Regards', or nothing at all.*

**Tone of Words:** Confident with a formal touch

**Overall Messaging:** Focused on output

**Length of Mail:** Short

*Example: Maximum upto 100-120 words*

## 👉 While Negotiating & Closing

The secret to closing fast with Tom is

- *Strong proof of impact and their conviction will matter the most, but they wouldn't want to act unilaterally either*

Will you ever get a clear answer from Tom

- *They will say no if they are not convinced but you will have to prompt them.*

## Insights For Deal Planning

How Fast (Or Slow) Will Tom Move?

- *They will want to understand things well but can move fast once they have a clear picture.*

Can Tom Take Some Risk Or Not?

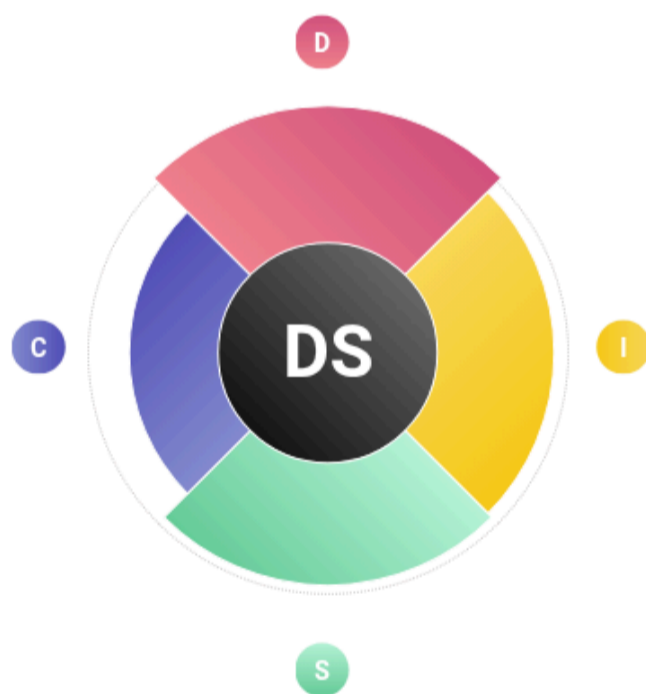
- *They have good risk tolerance but are likely to think it through once or twice.*

## You And Tom

### Personality Compatibility

Not enough data to show compatibility comparison

## DISC Profile : Tom'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.

### **STEADINESS**

Steadiness(S) reflects the degree to which a person is likely to focus on cooperation, support and taking everyone along. Those scoring high tend to be consistent and calm, are excited about the opportunity to collaborate and partner and could sometimes be indecisive or overly accommodating.