



TONY X.

Energizer
DISC Type : I

Software Architect at SuccessFactors, a SAP company
Washington DC-Baltimore Area, United States

Overview

Tony has no verified overview

👉 Personality Overview

Imaginative Informal Relationship Oriented

They are not always early adopters but can be persuaded by leveraging strong relationships. They excel at seeing the bigger picture, and the long-term impact of their decisions. They are naturally enthusiastic, so take their promise with a pinch of salt.

👉 Topics They Care About

Tony has no verified topics they care about

Media Appearances

Tony has no verified media appearances

Work History

- 6-2011
Software Architect at SuccessFactors, a SAP company
- 9-1999 - 10-2011
Lead Software Architect at Plateau Systems
- 1997 - 1999
Software Engineer at Members Only Software

Education

- 1995 - 1997
Masters from The University of Toledo
- 1990 - 1995
Bachelor from University of Science and Technology of China

More Information

Social Presence :



Prographics :

Exp : 29 Location : Washington DC-Baltimore Area, United States Job Level : Senior

Designation : Software Architect at SuccessFactors, a SAP company

Insights For Selling To Tony

👉 During A Call Or A Meeting

DO's

- Be friendly and entertaining in your conversation
- Talk about their team and how your product will help them do things better and easier
- Share some stories about how you you have helped people in similar positions succeed

DONT's

- Don't push them to make a decision too fast, let them get comfortable first
- Avoid ifs and buts, don't talk too much about the risks etc.
- Don't be excessively objective, be a storyteller

👉 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 Tony, [user_fname] here at [user_companynamewithfirsttwowords] 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: Tony, 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: Personalized, catchy

Example: John, is this interesting?', 'Increasing sales conversion, together!' etc.

Salutation: Yes (Something casual)

Example: Use 'Hi', 'Hey' etc. (along with the first name)

Greeting: Yes (Say something interesting/unusual)

Example: Use unusual lines, like 'This has been quite a week', 'What a game yesterday' etc.

Emojis/GIFs:

Bullet Points: Avoid

Closing Line: Build excitement

Example: Something like 'So John, lets get the ball rolling?'

Complimentary Close: Unique, pleasant

Example: Something like 'Excited!', 'To a great partnership!' etc.

Tone of Words: Friendly, first-person

Overall Messaging: Focused on the person and relationship

Length of Mail: Long

Example: Maximum upto 150 words

👉 While Negotiating & Closing

The secret to closing fast with Tony is

- *Relationship and trust can be vital with them, sometimes more than anything else.*

Will you ever get a clear answer from Tony

- *They are unlikely to say no directly, you have to make that decision yourself.*

Insights For Deal Planning

How Fast (Or Slow) Will Tony Move?

- *They are not the fastest decision makers, their friendly approach can give false positive signals.*

Can Tony Take Some Risk Or Not?

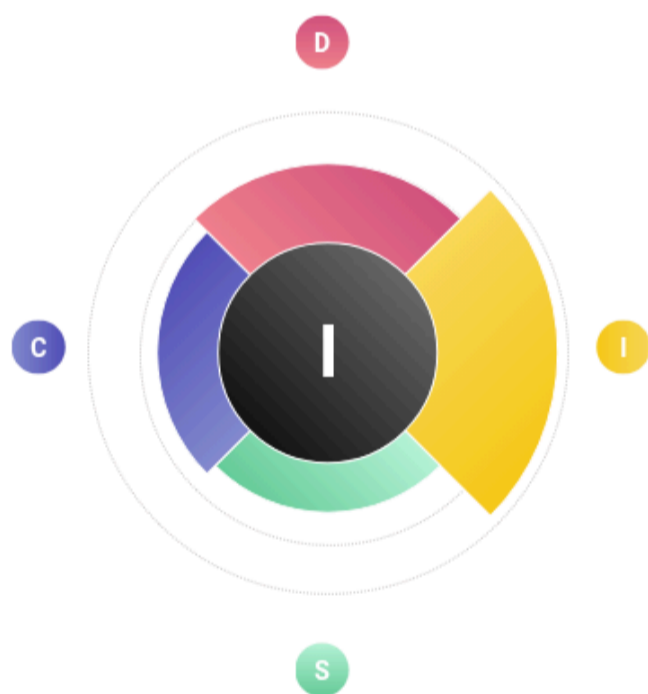
- *They can take certain risks that are unlikely to have personal consequences.*

You And Tony

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Tony'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.