



## VASILEIOS K.

**Inquirer**  
DISC Type : cd

**Head of Digital Business Solutions & Innovation at ELVIAL S.A.**  
Delta, Central Macedonia, Greece

### Overview

As the Head of Digital Business Solutions & Innovation at ELVIAL S. A. , Vasileios has over 15 years of experience at the intersection of technology and construction. He specializes in digital transformation, integrating solutions like BIM, VR, and Logikal software. He holds an MSc from Aristotle University of Thessaloniki.

Outside of his professional role, Vasileios shows a keen interest in the advancement of artificial intelligence, sharing public commentary on the performance and reliability of AI models. He also engages in discussions on economic policy, taxation, and modern workplace philosophy, reflecting a deep curiosity about societal structures.

He holds specialized certifications in Logikal software database development for curtain walls and sliding systems.

### Personality Overview

**Upfront**

**ROI Conscious**

**Hard To Convince**

They care equally about the product and its potential impact. They respond well to confident salespeople. They don't always try to control the conversation but neither do they like yielding it fully.

### Topics They Care About

#### **Digital Transformation**

He leads the implementation of digital business solutions and drives innovation within company systems, focusing on the building materials industry.

#### **AI Model Performance**

He actively comments on the functionality and service reliability of AI platforms like Anthropic's Claude, indicating a hands-on interest in current AI tools.

#### **Logikal Software**

Possesses deep technical expertise in developing and managing Logikal software databases, a core technology for cost estimation and fabrication in his industry.

### **BIM & VR Integration**

His role involves overseeing the integration of Building Information Modeling (BIM) and Virtual Reality (VR) to enhance business processes and product visualization.

### **Modern Work Culture**

Shares perspectives on the evolution of professional relationships, critiquing traditional hierarchical structures in the workplace.

### **Economic Policy**

Engages in public discourse on economic topics, such as the impact of state taxation on the final price of consumer goods.



## **Media Appearances**

VASILEIOS has no verified media appearances

## **Work History**

- 3-2024  
Head of Digital Business Solutions & Innovation at ELVIAL S.A.
- 8-2021 - 7-2024  
ELVIAL PRO Team Leader - Database Development and Customer Support at ELVIAL S.A.
- 3-2018 - 7-2021  
Head Of Department at Alumil S.A.
- 1-2014 - 3-2018  
Technical Engineer at Alumil S.A.
- 2-2008 - 1-2014  
PRODUCTION ENGINEER at ATRIUM ANYFANTIS S.A.

## **Education**

- 2000 - 2008  
MSc from Aristotle University of Thessaloniki (AUTH)
- 2013 - 2019  
IT Informatics from Hellenic Open University

## **More Information**

### **Social Presence :**



### **Prographics :**

Exp : **18**    Location : **Delta, Central Macedonia, Greece**    Job Level : **Mid-senior**

Designation : **Head of Digital Business Solutions & Innovation at ELVIAL S.A.**

# Insights For Selling To VASILEIOS

## 👉 During A Call Or A Meeting

### DO's

- Make sure that you you respond to any queries from them quickly
- Get to the point quickly instead of spending too much time on pleasantries
- Tell them that you are there to help them create visible impact within their organization

### DONT's

- Do not give up if they are not convinced, try again with a different approach
- Avoid long winding pitches, stay objective
- Don't try too hard to get friendly, let it happen with time

## 👉 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 VASILEIOS, 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:** To the point, measured

*Example: Will this work?', '6.2% revenue impact' etc.*

**Salutation:** No

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

**Greeting:** No

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

**Emojis/GIFs:**

**Bullet Points:** Could use

**Closing Line:** Clearly state your ask

*Example: Something like 'Can we get on a call tomorrow at 1100 hours and finalize this?'*

**Complimentary Close:** None or standard

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

**Tone of Words:** Confident, direct

**Overall Messaging:** Focused on measurable results

**Length of Mail:** Very Short

*Example: Less than 100 words*

## 👉 While Negotiating & Closing

The secret to closing fast with VASILEIOS is

- *Conviction in the product matters to them, followed by proof points and strong testimonials.*

Will you ever get a clear answer from VASILEIOS

- *They may not be very forthcoming, but they will say no if needed.*

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## Insights For Deal Planning

How Fast (Or Slow) Will VASILEIOS Move?

- *Their decision making speed is somewhere in the middle.*

Can VASILEIOS Take Some Risk Or Not?

- *They can take risks but after weighing up the pros and cons.*

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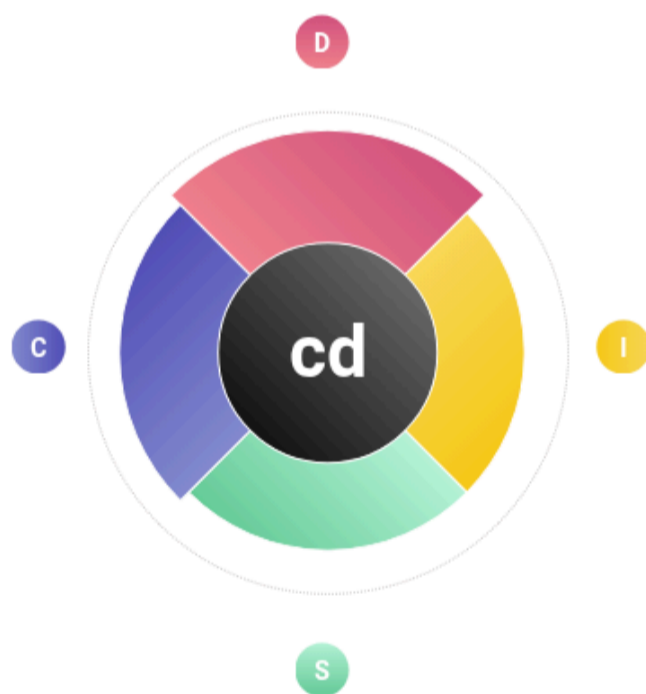
## You And VASILEIOS

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : VASILEIOS'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.

### **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.