



# VADIM GRIBER

**Enigma**  
DISC Type : idc

**Director of DevOps & Cloud Infrastructure at BlueSnap**  
Tel Aviv District, Israel

## Overview

Vadim Griber is the Director of DevOps & Cloud Infrastructure at BlueSnap, bringing over two decades of experience in DevOps, Cloud Infrastructure, and Information Security. He excels in strategic leadership and hands-on technical expertise.

He is involved in sports, specifically volleyball, and has actively posted about sponsoring a womens volleyball team, showing his interest in community support.

He holds a Chief Information Security Officer (CISO) certification from See-Security Technologies.

## Personality Overview

- Fast Follower
- Friendly Yet Blunt
- Persuasive & Assertive

They can sound friendly and charming but can quickly change gears to become inquisitive and probing. They are generally strong communicators and are not easy to convince. They are likely to ask many questions and look heavily for supporting proof as well as information.

## Topics They Care About

- DevOps Leadership**  
Vadim leads DevOps and Cloud Infrastructure teams, driving automation, continuous improvement, and DevSecOps integration at BlueSnap.
- Cloud Transformation**  
He defines and executes cloud infrastructure roadmaps, implementing secure, scalable multi-cloud environments across various stages.
- CI/CD Pipelines**  
Vadim has architected CI/CD pipelines using tools like GitLab CI and Jenkins, significantly reducing release cycles for rapid deployments.
- Information Security**

With a CISO certification and experience in delivering PCI-compliant systems, he prioritizes security best practices in production environments.

### Team Development

He has a proven track record in hiring, mentoring, and developing engineering teams, fostering high-performing units.

### Volleyball

Vadim actively supports volleyball, sharing posts about a women's national league team seeking sponsorship. [Predicted]

### Hiring & Recruitment

Vadim frequently posts about job openings and recruiting talent for DevOps and technical roles within his network.



## Media Appearances

Vadim has no verified media appearances

## Work History

- 5-2025 - 3-2026  
Director of DevOps & Cloud Infrastructure at BlueSnap
- 7-2024 - 5-2025  
DevOps Manager at BlueSnap
- 4-2020 - 6-2024  
DevOps Manager at Citera
- 1-2017 - 1-2020  
DevOps Team Lead at NetoMedia
- 6-2014 - 11-2017  
Co-Owner Freeway Consulting, Linux DevOps ,IT Managment/Security at Freeway Israel IT/DevOps Solutions

## Education

- 2012 - 2013  
CISO & ISSA from See-Security Technologies
- 2007 - 2010  
expert from Taurida 'V. I. Vernadskiy' National University, Simferopol

## More Information

### Social Presence :



### Prographics :

Exp : **23** Location : **Tel Aviv District, Israel** Job Level : **N/A**

Designation : **Director of DevOps & Cloud Infrastructure at BlueSnap**

# Insights For Selling To Vadim

## 👉 During A Call Or A Meeting

### DO's

- Leverage 'negging', or the art of asking negative questions like "you must not be convinced yet..."
- Help them realize that any personal risk in making this decision is far less compared to what the results could mean for them
- Use a combination of data as well as stories for your pitch, a ppt might not be necessary

### DONT's

- Avoid long presentations and just 'high-level' value proposition, dive into the details
- Don't be too objective but make sure to pad your storytelling with data points
- Avoid making offhand commitments, understand the root of their concerns first

## 👉 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 Vadim, [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:** Vadim, 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:** 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 Vadim is

- *Proven value, strong objective evidence are important for them, rapport can impact decisions a little.*

Will you ever get a clear answer from Vadim

- *They are practical and friendly, but can give a clear response with a little prodding*

## Insights For Deal Planning

How Fast (Or Slow) Will Vadim Move?

- *They like to be detailed, so unless they develop strong conviction, they can take their time to arrive at decisions*

Can Vadim Take Some Risk Or Not?

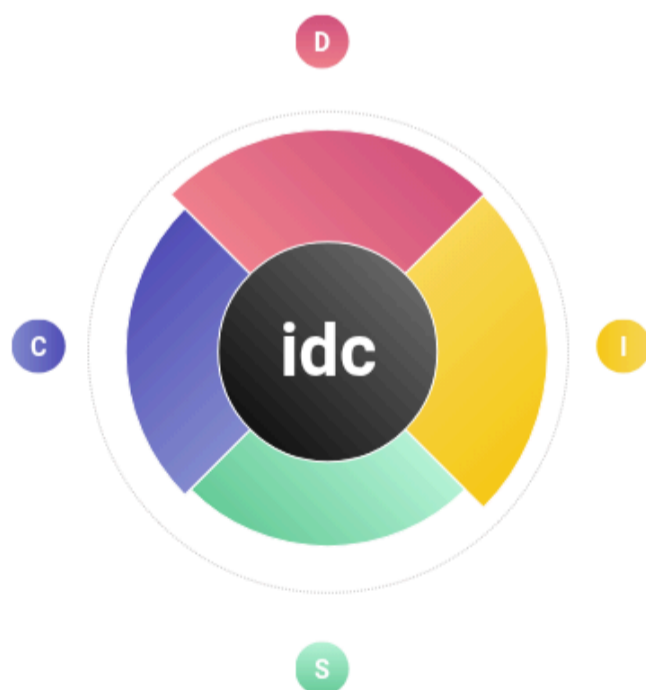
- *They evaluate their decisions systematically and do not take risks that often, unless you can get them to develop strong conviction*

## You And Vadim

### Personality Compatibility

Not enough data to show compatibility comparison

## DISC Profile : Vadim'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.

### 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.

### 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.