Humantic AI

Victor James

Energizer

DISC Type : I

VP Processing at Endeavour Mining

Abidjan, Côte d'Ivoire

Overview

Victor James is the VP of Processing at Endeavour Mining, where he leads technical support for the companys gold processing operations across West Africa. A metallurgist from the Western Australian School of Mines, he is described as a highly motivated, hands-on problem-solver focused on building effective teams.

A former colleague noted his enjoyment of "mixing it with the troops in the field, " highlighting his practical approach to leadership and operational challenges.

👉 Personality Overview

Believer | **Informal** | **Full Of Energy**

They are friendly, approachable and love to make new connections. They are really good at seeing what the long-term impacts of their decisions could be. Unlike C or D types, they are vocal with their opinions but not so much with their questions.

👉 Topics They Care About

Gold Processing

As VP of Processing, he provides leadership and technical support to all of Endeavour Mining's gold processing plants in West Africa.

Operational Leadership

His career demonstrates a focus on team building, including assembling a process team from scratch for a new plant commissioning at a previous company.

West African Mining

His current role and previous experience with Teranga Gold Corporation are centered on large-scale gold mining operations in West Africa.

Metallurgical Problem Solving

A colleague highlighted his sound knowledge of metallurgy and his enjoyment of the practical, problem-solving aspects of his work in processing.

Aussie Rules Football

[Predicted] Having attended the Western Australian School of Mines, he may follow AFL teams from the region, such as the West Coast Eagles or Fremantle Dockers.

Media Appearances

Victor has no verified media appearances

Work History

- 1-2023
  VP Processing at Endeavour Mining
- 1-2022 - 1-2023
  Group Manager, Processing at Endeavour Mining
- 2-2021 - 1-2022
  Process Manager at Endeavour Mining
- 5-2019 - 1-2021
  Process Manager at Teranga Gold Corporation
- 4-2016 - 4-2019
  Process Manager at Teranga Gold Corporation

Education

- Education details unavailable from Western Australian School of Mines

More Information

Social Presence :

Prographics :

Exp : **18** Location : **Abidjan, Côte d'Ivoire** Job Level : **Senior** Designation : **VP Processing at Endeavour Mining**

Insights For Selling To Victor

👉 During A Call Or A Meeting

DO's

- Use phrases like ‘people will love’, ‘massive impact’ etc.
- Talk about their team and how your product will help them do things better and easier
- Invite them for a lunch or a drink/coffee

DONT's

- Don’t assume a yes just because they have not said no
- Avoid ifs and buts, don’t talk too much about the risks etc.
- Don’t be too formal, focus on building comfort and trust

👉 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 Victor, [user_fname] here at [user_companynamefirsttwowords] 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: Victor, 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 Victor is

- *Relationship and rapport can play an important role, sometimes more than the other factors.*

Will you ever get a clear answer from Victor

- *They will probably never say no directly, you have to make that decision yourself.*

Insights For Deal Planning

How Fast (Or Slow) Will Victor Move?

- *They are not the quickest decision makers, their friendly attitude could be misleading.*

Can Victor Take Some Risk Or Not?

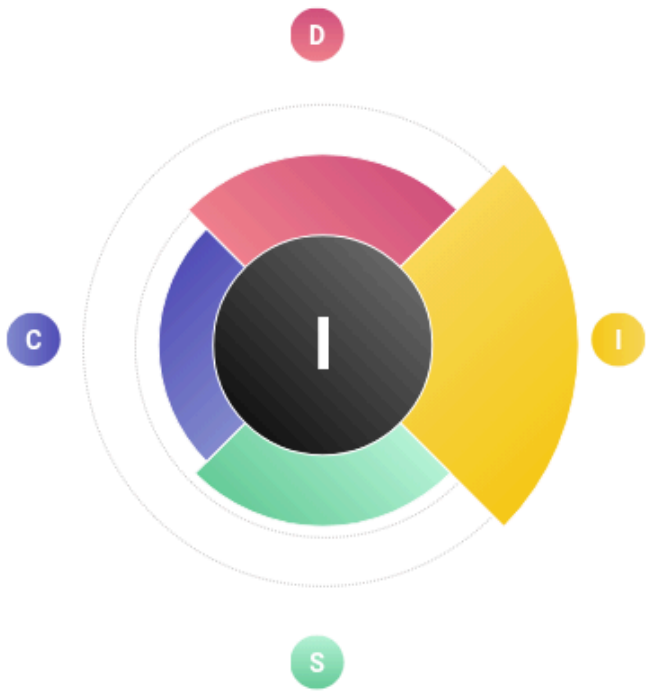
- *They can take certain risks that are unlikely to have personal consequences.*

You And Victor

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Victor'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.