



## VICTOR WILSON

**Observer**  
DISC Type : ic

**Vice President Operations at StockX**  
Douglasville, Georgia, United States

### Overview

Victor Wilson is the Vice President of Global Operations at StockX, leveraging extensive experience in retail, B2B, and D2C distribution. An alumnus of Alabama A&M University with a B. S. in Logistics, he is skilled in operations and warehouse management. Colleagues describe him as assertive and a results-driven leader.

There is no publicly available information about Victor's personal life or hobbies outside of his professional accomplishments.

He has progressed rapidly at StockX, moving from Director of Operations to Vice President of Global Operations in just a few years.

### 👉 Personality Overview

**Curious**

**Example Seeker**

**Assertive**

They often ask many questions and rely heavily on information and documentation. They are generally good communicators and can be hard to convince. They can sound friendly and charming but can quickly change gears to become inquisitive and probing.

### 👉 Topics They Care About

#### Global Operations

As the Vice President of Global Operations at StockX, he oversees all aspects of fulfillment, labor management, and quality assurance on a worldwide scale.

#### Warehouse Management

His background includes deep expertise in warehouse management systems and distribution center operations, which is a core part of his responsibilities.

#### Operational Excellence

Recommendations highlight his consistent ability to exceed metrics and goals, often delivering pleasant surprises by improving team performance and developing useful ideas.

### Logistics Management

His Business Administration degree was specifically focused in Logistics, indicating a foundational and long-standing interest in the field.  
[Predicted]

### Alabama A&M Football

[Predicted] Based on his attendance at Alabama Agricultural and Mechanical University, he likely follows the Bulldogs football team.



## Media Appearances

Victor has no verified media appearances

## Work History

- 12-2024  
Vice President Operations at StockX
- 10-2023 - 12-2024  
Sr Regional Director of Operations at StockX
- 1-2023 - 10-2023  
Regional Director of Operations-Western North America at StockX
- 3-2021 - 1-2023  
Director of Operations at StockX
- 1-2020 - 2-2021  
Sr. Director of Operations at Gerber Childrenswear LLC

## Education

- 1993 - 1997  
BA from Alabama Agricultural and Mechanical University
- Education details unavailable from austin high school

## More Information

### Social Presence :



### Prographics :

Exp : **23** Location : **Douglasville, Georgia, United States** Job Level : **Senior**

Designation : **Vice President Operations at StockX**

# Insights For Selling To Victor

## 👉 During A Call Or A Meeting

### DO's

- Help them realize that there is no personal risk in making this decision
- Share testimonials from known people and give multiple examples of product value
- Invite them for a social do but don't rely solely on the relationship

### DONT's

- Don't be too objective but make sure to pad your storytelling with data points
- Don't brush off any concerns, take all questions seriously
- Don't try to rush them into a decision, provide all necessary information 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 Victor, [user\_fname] here at [user\_companynamewordstwowords] 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:** Exciting but objective

*Example: Making it personalized', 'Changing how to sell' etc.*

**Salutation:** Yes ( Something usual)

*Example: Use 'Hi' (along with the first name)*

**Greeting:** No

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

**Emojis/GIFs:**

**Bullet Points:** Could use

**Closing Line:** Logically summarize, keep high energy

*Example: Something like 'If these points make it clear, lets wrap this up at 11am?'*

**Complimentary Close:** Unique or standard

*Example: Something like 'Looking forward!', 'To new beginnings!' etc.*

**Tone of Words:** Confident, informational

**Overall Messaging:** Focused on generating excitement while staying objective

**Length of Mail:** Medium

*Example: Ideally upto 120-130 words*

## 👉 While Negotiating & Closing

The secret to closing fast with Victor is

- *Clear proof of product value matters to them, followed by others' testimonials and rapport.*

Will you ever get a clear answer from Victor

- *They are practical and friendly, don't expect a clear-cut response often.*

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## Insights For Deal Planning

How Fast (Or Slow) Will Victor Move?

- *They like to perform full analysis and can take time to make any decision.*

Can Victor Take Some Risk Or Not?

- *They systematically evaluate all decisions and are unlikely to take many risks.*

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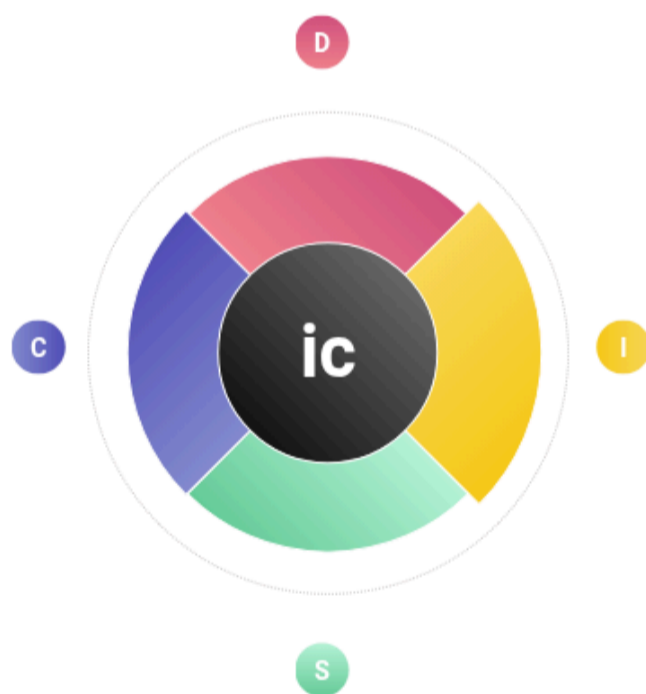
## You And Victor

### Personality Compatibility

Not enough data to show compatibility comparison

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## 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.

### 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.