



VIGNESH SK

Sharpshooter
DISC Type : CD

Founder & Director at Agile Cyber Solutions
Dartford, England, United Kingdom

Overview

Vignesh has no verified overview

Personality Overview

ROI Driven

Thorough Evaluator

Rigorous & Demanding

They do not care very much about building rapport or relationships. They put a lot of effort into ensuring personal success. They are less concerned about the product and more about its potential impact.

Topics They Care About

Vignesh has no verified topics they care about

Media Appearances

Vignesh has no verified media appearances

Work History

- 9-2011
Founder & Director at Agile Cyber Solutions
- 11-2023
Director at PetCare Technologies Ltd
- 2010 - 2011
Student at Cranfield School of Management
- 2008 - 2010
Lead Business Analyst at CGI
- 2007 - 2008
Sr. Executive at Lanxess

Education

- 2010 - 2011
MBA from Cranfield School of Management
- 2001 - 2006
ICWAI from Institute of Cost Accountants of India
- 1996 - 1999
Bachelor of Commerce - BCom from S.T.Hindu College, Nagercoil - 629 002

More Information

Social Presence :



Prographics :

Exp : 27 Location : Dartford, England, United Kingdom Job Level : Leadership

Designation : Founder & Director at Agile Cyber Solutions

Interested In

Sports

Table Tennis

Health & Outdoor

Exploration

Insights For Selling To Vignesh

👉 During A Call Or A Meeting

DO's

- Help them weigh the risks by sharing objective proof points without becoming too analytical
- Refer to testimonials from well-known industry leaders
- Get to the point quickly instead of spending time doing small talk

DONT's

- Don't focus on process and rules, give the impression of being a 'gets it done' person
- Do not spend too much time focusing on product tech or features
- Avoid being a storyteller and don't try to oversell

👉 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 Vignesh, 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 Vignesh is

- *Conviction around the impact matters the most to them, followed by a sense of achievement and ROI.*

Will you ever get a clear answer from Vignesh

- *If they decide not to use your product, they will say no clearly.*

Insights For Deal Planning

How Fast (Or Slow) Will Vignesh Move?

- *If convinced, they can reach decisions quite fast.*

Can Vignesh Take Some Risk Or Not?

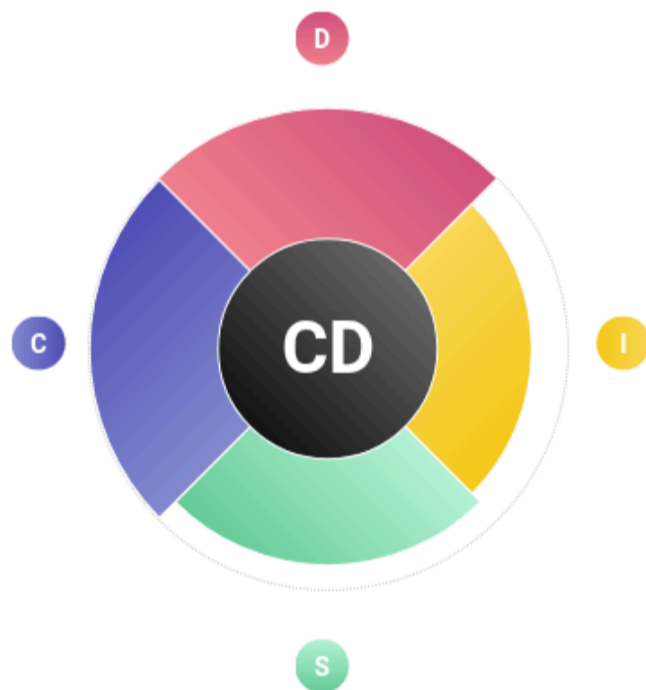
- *They do not shy away from taking risks, but can be quite binary about them.*

You And Vignesh

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Vignesh'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.