



VISHAL PATIDAR

Observer

DISC Type : ci

Member of Technical Staff at Oracle

Roorkee, Uttarakhand, India

Overview

Vishal Patidar is a Member of Technical Staff at Oracle, specializing in cloud infrastructure security. A graduate of the Indian Institute of Technology, Roorkee, he possesses strong skills in DevOps, high-level design, and various replication technologies. Colleagues have consistently highlighted his strong performance and technical abilities.

He earned his Master of Technology from the Indian Institute of Technology, Roorkee, and holds a Bachelor of Engineering from Shri G S Institute of Technology & Science, building a solid academic foundation for his technical career.

Unique fact: A recommendation specifically praises his valuable contributions and strong performance within Oracles Cloud Infrastructure security team.

Personality Overview

Assertive

Example Seeker

Curious

They ask a lot of questions and rely heavily on information and collaterals. 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.

Topics They Care About

Cloud Security

Works directly within the Oracle Cloud Infrastructure security team, with skills in certificate management and replication technologies.

DevOps & CI/CD

His profile lists extensive skills in DevOps, Terraform, Docker, and Continuous Integration and Continuous Delivery (CI/CD).

Software Architecture

Possesses key skills in High-Level Design and general software development, indicating an interest in system architecture and design.

Problem Solving

Problem Solving is a listed skill, and a recommendation highlights his strong performance, suggesting a focus on tackling complex technical challenges.

Project Engineering

His skill set includes project engineering and project leadership, showing an interest in the broader scope of technology projects.



Media Appearances

Vishal has no verified media appearances

Work History

- 7-2021
Member of Technical Staff at Oracle

Education

- 2019 - 2021
Master of Technology - MTech from Indian Institute of Technology, Roorkee
- 2015 - 2019
Bachelor of Engineering - BE from Shri G S Institute of Technology & Science

More Information

Social Presence :



Prographics :

Exp : 4 Location : **Roorkee, Uttarakhand, India** Job Level : **N/A** Designation : **Member of Technical Staff at Oracle**

Insights For Selling To Vishal

👉 During A Call Or A Meeting

DO's

- Be prepared for a lot of questions, answer them objectively
- Ask them questions to understand their needs better while staying affable
- Persuade objectively how your product will help them achieve their goals

DONT's

- Don't brush off any concerns, take all questions seriously
- Don't try to rush them into a decision, provide all necessary information first
- Don't be too objective but make sure to pad your storytelling with data points

👉 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 Vishal, 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: 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 Vishal is

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

Will you ever get a clear answer from Vishal

- *They are practical yet friendly, don't expect a clear no very often.*

Insights For Deal Planning

How Fast (Or Slow) Will Vishal Move?

- *They like to analyze well and then make their decisions.*

Can Vishal Take Some Risk Or Not?

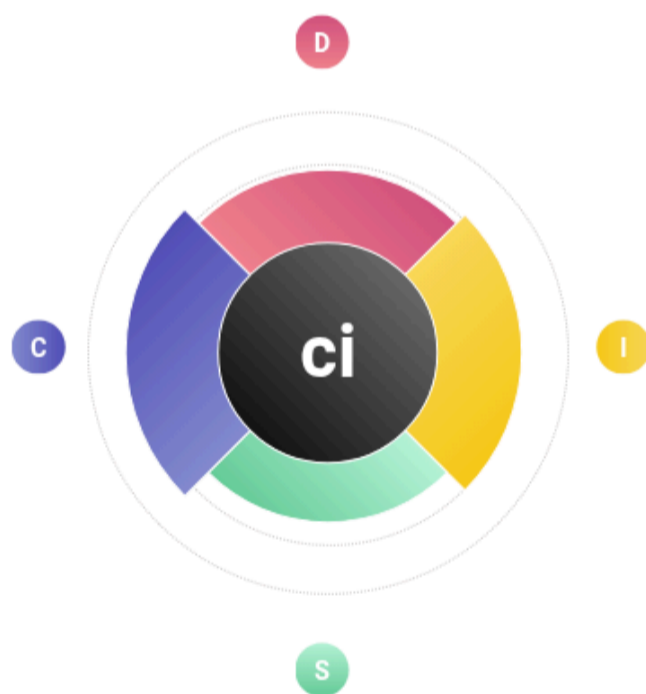
- *They weigh all decisions systematically and are unlikely to take many risks.*

You And Vishal

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Vishal'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.

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.