



# XAVIER KURIAN

Enthusiast  
DISC Type : i

Chief Revenue Officer at Neysa Networks  
Bengaluru, Karnataka, India

## Overview

Xavier has no verified overview

### 👉 Personality Overview

Story Driven

Optimistic

Non-Confrontational

Unlike D or C types, they are convinced more by stories and testimonials. They prefer to build relationships rather than staying totally transactional. They agree with others often, so exercise caution when relying on their word.

### 👉 Topics They Care About

Xavier has no verified topics they care about

## Media Appearances

Xavier has no verified media appearances

## Work History

- 9-2024  
Chief Revenue Officer at Neysa Networks
- 2-2023 - 9-2024  
Director Solution Architects & Presales - India at Dell Technologies
- 10-2016 - 2-2023  
Director Solutions & Alliances at Dell Technologies
- 3-2015 - 9-2016  
Enterprise Solutions & Alliances Leader India at Dell Technologies
- 5-2010 - 11-2010  
Product Specialist at Trend Micro

## Education

- 1996 - 2000  
Bachelor of Engineering - BE from Bangalore University
- 1990 - 1995  
Education details unavailable from Sharada Mandir, Miramar Panjim Goa

## More Information

Social Presence :



Prographics :

Exp : **19** Location : **Bengaluru, Karnataka, India** Job Level : **Leadership**

Designation : **Chief Revenue Officer at Neysa Networks**

## Insights For Selling To Xavier

### 👉 During A Call Or A Meeting

#### DO's

- Speak from experience about success that the product has seen with other customers
- Compliment them about their personality if you get a chance
- Invite them for a lunch or a drink/coffee

#### DONT's

- Don't be too formal with them, they trust informality more
- Don't be critical or challenge them openly, they can react defensively
- Avoid overloading them with too much information

## 👉 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 Xavier, [user\_fname] here at [user\_companynameword1][user\_companynameword2] 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:** Xavier, 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 Xavier is

- *Relationship and rapport are valuable for them, but so is proven product value.*

Will you ever get a clear answer from Xavier

- *They probably won't say no directly.*

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## Insights For Deal Planning

How Fast (Or Slow) Will Xavier Move?

- *They are not the ones to make fast decisions, even while they stay committed.*

Can Xavier Take Some Risk Or Not?

- *They can take some low-probability risks if needed.*

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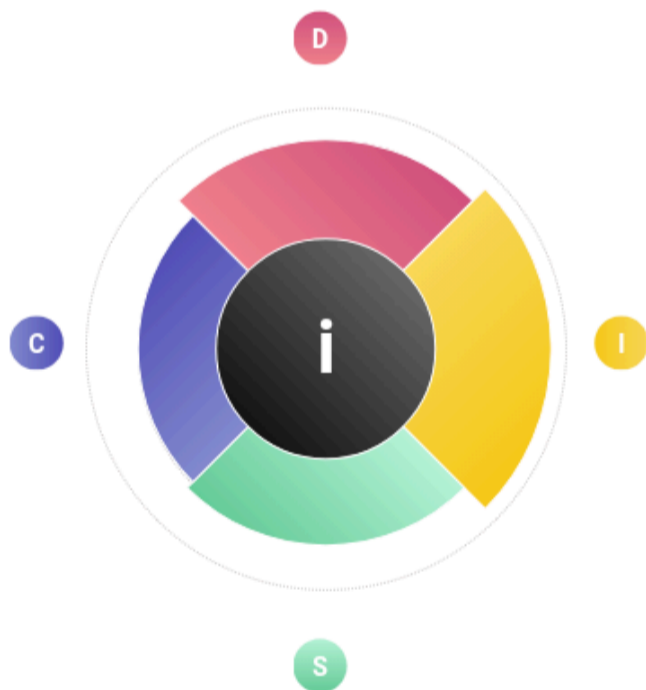
## You And Xavier

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Xavier'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.