



YAN LI

Galvanizer
DISC Type : Id

IT Application Support Team Lead at Banc of California
Arcadia, California, United States

Overview

Yan has no verified overview

Personality Overview

Socially Adept

Trusting

Self-Assured

They are charming and have the ability to align others behind their decisions. They are more likely to be open to unproven but exciting technologies. They like to keep things under control.

Topics They Care About

Yan has no verified topics they care about

Media Appearances

Yan has no verified media appearances

Work History

- 5-2020
IT Application Support Team Lead at Banc of California
- 3-2018 - 5-2020
IT Application Analyst at CTBC Bank Corp. (USA)
- 5-2015 - 3-2018
PeopleSoft IT System Analyst at Volt Information Sciences
- 3-2009 - 3-2015
IT System Analyst at OneWest Bank
- 11-2005 - 3-2009
System Analyst at Indymac Bank

Education

- 2019 - 2020
Master of Science - MS from University of La Verne
- 1999 - 2003
BS from California State Polytechnic University-Pomona

More Information

Social Presence :



Prographics :

Exp : 19 Location : Arcadia, California, United States Job Level : Mid-senior

Designation : IT Application Support Team Lead at Banc of California

Insights For Selling To Yan

👉 During A Call Or A Meeting

DO's

- Present testimonials from existing customers about their experience with your product
- Focus on building a relationship, it can play a key role in their decision making
- Take a friendly, informal yet confident approach while pitching

DONT's

- Do not come across as negative or non-supportive, work with them as a partner
- Don't hesitate from asking questions, but take a friendly and warm approach
- Don't rely too much on what they promise, make your own deductions

👉 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 Yan, [user_fname] here at [user_companynamewithfirsttwowords] 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: Yan, 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, direct

Example: John, quantum jump', 'Is it game over?' etc.

Salutation: No

Example: Skip 'Hi', 'Hey' etc., use only the first name

Greeting: No (Or say something unique)

Example: Skip anything, or say something unique like 'What an exciting discussion it's been!'

Emojis/GIFs:

Bullet Points: Could use

Closing Line: Informally state your ask

Example: Something like 'John, if you are on, let's finalize tomorrow?'

Complimentary Close: Unique, casual

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

Tone of Words: Informal, direct

Overall Messaging: Focused on personal achievement

Length of Mail: Short

Example: Ideally upto 100-120 words

👉 While Negotiating & Closing

The secret to closing fast with Yan is

- *Relationship and product conviction matter equally, followed by a sense of achievement.*

Will you ever get a clear answer from Yan

- *If they are not convinced, they will say no albeit in a friendly manner.*

Insights For Deal Planning

How Fast (Or Slow) Will Yan Move?

- *They can reach decisions quickly if they develop trust and confidence in the product.*

Can Yan Take Some Risk Or Not?

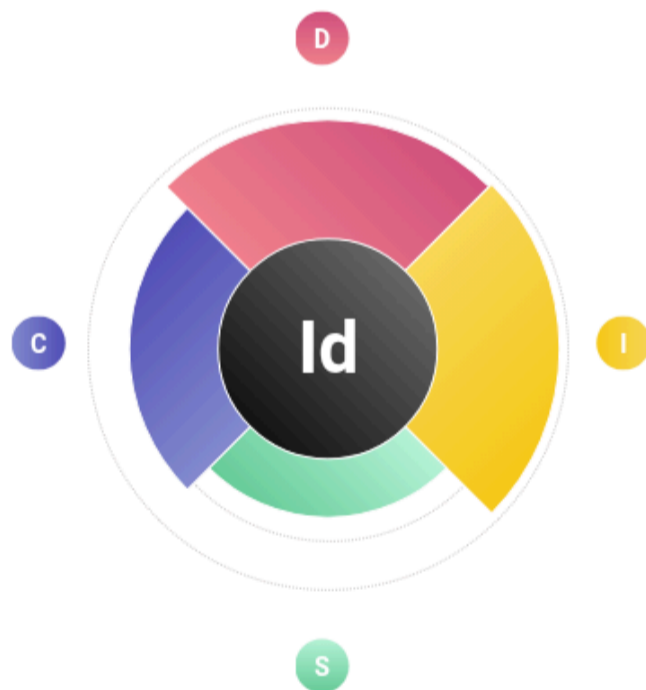
- *They can take risks if necessary.*

You And Yan

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Yan'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.

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.