



COLLIN MITCHELL

San Francisco Bay Area

Captain
DISC Type : DS

Thorough Professional

Results Focused

Persistent Yet Pragmatic

Factors like work-life balance, supportive teams and leadership can act as key motivators for them. They are very professional in their approach and can weigh multiple perspectives together. They exhibit a rare combination of being result-oriented but patient at the same time.

Insights For Selling To Collin

👉 During A Call Or A Meeting

DO's

- Make an extra effort to be personal and polite and put them at ease.
- Take the lead in the conversation, don't wait for them to drive it.
- Get to the point instead of indulging in small talk, they prefer it that way unlike the I or S personality types.

DONT's

- Unlike the D or C personality types, make an extra effort to avoid a confrontation, just let it slide.
- Avoid pushing them for a yes/no quickly, let them take their time if they seem hesitant.
- Do not make the role look easy or too repeatable. Unlike the S personality types, this repels them away.

Insights For Engaging Collin

👉 When Writing An Email

Subject: About impact, to the point

Example: Something like 'Looking for a Program Manager role with high-impact?', 'Opening: VP Sales who will lead our next phase of growth' etc.

Salutation: No

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

Greeting: No

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

Emojis/GIFs: Avoid

Bullet Points: Could use

Closing Line: Reiterate the challenging part, then formally state your ask

Example: Something like 'If this looks like an opportunity potentially worth exploring, can I give you a call for 10 minutes tomorrow evening at 5pm?'

Complimentary Close: None or standard

Example: Something simple like 'Thanks', 'Regards', or nothing at all.

Tone of Words: Confident with a formal touch

Overall Messaging: Focus on output, accomplishment. Write in a personal manner but stay formal

Length of Mail: Medium

Example: Ideally up to 150-200 words

Collin's Biggest Strengths

General Behaviour

- *Expect Collin to be friendly towards colleagues and thoughtful in actions.*

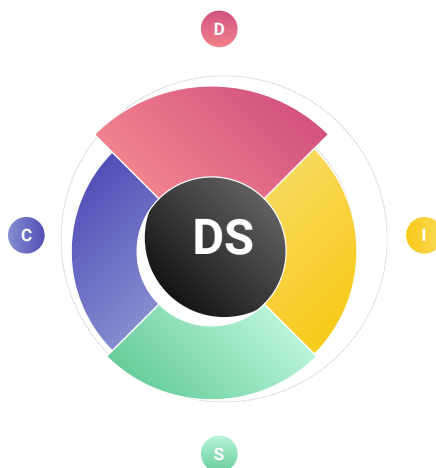
Attitude & Outlook

- *Collin is an optimistic person who always brings positive energy to work.*

Need For Autonomy

- *Collin delivers best results when working with low supervision.*

DISC Profile : Collin's Key Traits



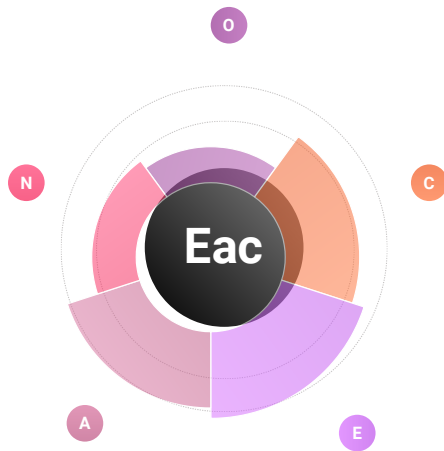
DOMINANCE

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.

STEADINESS

Steadiness(S) reflects the degree to which a person is likely to focus on cooperation, support and taking everyone along. Those scoring high tend to be consistent and calm, are excited about the opportunity to collaborate and partner and could sometimes be indecisive or overly accommodating.

OCEAN Profile : Collin's Key Traits



EXTRAVERSION

Extraversion(E) reflects the degree of assertiveness, sociability that an individual exhibits. People scoring high on extraversion tend to be outgoing, energetic and talkative whereas those scoring low tend to be reserved, quiet and thoughtful, especially in social settings.

AGREEABLENESS

Agreeableness(A) reflects the degree of compassion, cooperation and general friendliness in a person. Those scoring high are mostly even-tempered, pleasant and easy to convince whereas those scoring low tend to challenge and question things and are likely to have a contrarian attitude.

CONSCIENTIOUSNESS

Conscientiousness(C) reflects the degree of self-discipline, focus on doing things in a planned manner and acting dutifully. Those scoring high are usually efficient, organized and focused whereas those scoring low tend to be easy-going, spontaneous and unreliable at times.