



ADAM ARTERBERY, PH.D.

Commander
DISC Type : D

Biocurator at The Jackson Laboratory
New York City Metropolitan Area, United States

Overview

Adam is a Director and Consultant in global biotechnology and life sciences, specializing in drug discovery, R&D, preclinical, and CMC for rare and hereditary diseases. He has successfully led 7 IND submissions and advanced products through FDA-approved clinical trials.

He is a co-founder building SaMD for predictive antimicrobial resistance modeling using phenotypic AST data, and holds a Ph. D. from Cornell University.

People often call him scientific, logical, and a strong commander of orthogonal techniques.

Personality Overview

Risk-Taker

Impact-Driven

Decisive

They put a lot of effort into ensuring personal success. They are less concerned about the product and more about its potential impact. They prefer to move quickly, and expect the same from others.

Topics They Care About

Drug Discovery

Adam has extensive experience driving portfolio strategies, scientific communications, and IND-enabling R&D platforms across global drug discovery programs.

Biotechnology Consulting

As Founder and Principal at Agistarr Consulting, Adam delivers end-to-end support for drug development and commercialization to various organizations.

AI/ML in Healthcare

He is co-founder of a venture building SaMD for predictive antimicrobial resistance modeling, applying machine learning to phenotypic AST data.

Rare Disease Research

Adam specializes in rare and hereditary diseases, leading complex drug development initiatives across multiple indications.

Antimicrobial Resistance

His work involves developing software platforms that predict polygenic antimicrobial resistance across clinically important bacterial pathogens.

Microbiome Science

Adam recently shared posts on the gut's role in neuroinflammation and commensal bacteria directly injecting proteins to modulate host signaling.

Cornell Athletics

[Predicted] Adam earned his Ph. D. from Cornell University, indicating a likely interest in the university's sports teams.



Media Appearances

Adam has no verified media appearances

Work History

- 1-2025
Biocurator at The Jackson Laboratory
- 9-2017
Founder and Principal at Agistarr Consulting LLC
- 9-2025
CMC Lead - Fractional at Alveolus Bio
- 7-2025
Co-Founder at SaMD for predictive resistance modeling with phenotypic AST data
- 4-2022 - 11-2024
Senior Director of Research and CMC at Xbiome

Education

- 2004 - 2009
Doctor of Philosophy - PhD from Cornell University
- 2000 - 2004
Bachelor of Science - BS from University of Denver

More Information

Social Presence :



Prographics :

Exp : **16** Location : **New York City Metropolitan Area, United States** Job Level : **Leadership**

Designation : **Biocurator at The Jackson Laboratory**

Insights For Selling To Adam

👉 During A Call Or A Meeting

DO's

- Make sure that you circle back fast on any action items, it wins their trust
- Help them weigh the risks by sharing objective proof points without becoming too analytical
- When negotiating terms, help them build an impression that they are the ones calling the shots

DONT's

- Don't be in a rush to invite them for a social meet and greet
- Do not spend too much time focusing on product tech or features
- Don't take too much time in sending them information if they ask for any

👉 When Cold Calling

Insights

Pattern Interrupt: Confident style, with a mix of informality and formality gets their attention.

Pace: Speak slightly fast. Sound like a 'gets shit done' person.

Tone: Do not sound too eager, as if you have met a friend suddenly after a long time. Keep the tone calm but confident.

Tactics To Win: Strong words, focus on results, respectful confidence

Mistakes To Avoid: Apologizing, nervousness, information overload, social proof

Making The Ask: Confidently, ask for 10-15 minutes. Allude to the results and outcomes that are possible. They care about the ends more than the means.

Subconscious Driver: Results and outcomes are what matter to them. Any credible shot at getting results will appeal to them quickly.

Script

Greeting: Adam, this is [user_fname] at [user_companynamewordstwowords].

Opener: In 30 seconds if I could share how 100% of your sellers could kick ass this year, can I go for it?

Introduction: We have built an AI that predicts exactly what would matter to your buyer before you even meet them.

Ask: Can I put 15 minutes on your calendar to show you how this changes outcomes for you?

Close: [time1] on [date1] sounds good? Or would you prefer [time2] on [date2]? And [prospect_email] works well?

👉 When Writing An Email

Subject: To the point

Example: Personalization', 'Sales conversion' 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:

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: Skip 'Warm regards', 'Best wishes' etc., just write your name

Tone of Words: Confident, challenging

Overall Messaging: Focused on results

Length of Mail: Very Short

Example: Less than 75 words

👉 While Negotiating & Closing

The secret to closing fast with Adam 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 Adam

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

Insights For Deal Planning

How Fast (Or Slow) Will Adam Move?

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

Can Adam Take Some Risk Or Not?

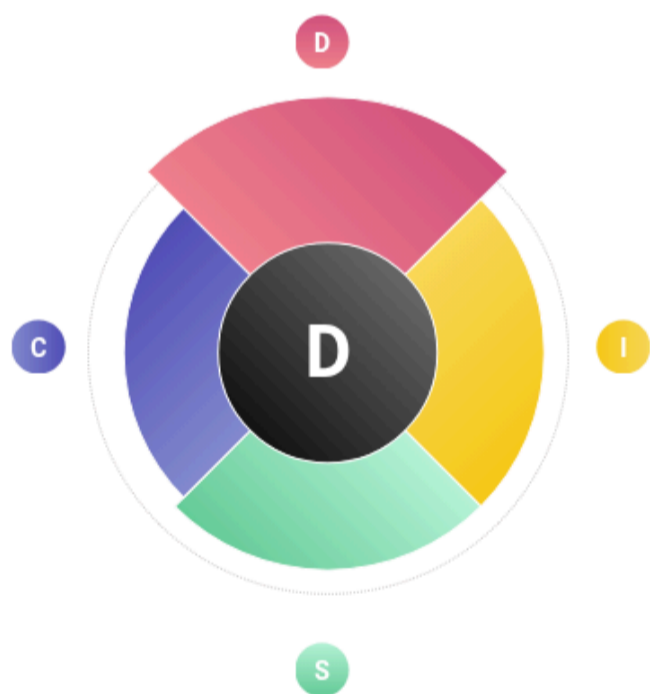
- *They do not shy away from taking risks, but can be quite binary about them.*

You And Adam

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Adam'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.