



# HENRY NGUYEN

**Critic**  
DISC Type : C

**Director of AI & Precision Medicine at Foundation Medicine**  
United States

## Overview

As the Director of AI & Precision Medicine at Foundation Medicine, Henry leads teams in algorithm development and system architecture. He was instrumental in building the company's first AI-driven platform for pathological image and genome analysis. He holds both an MBA and an M. S. from the University of California, Berkeley.

Outside of work, Henry practices calligraphy as a method to enhance his focus. He values engaging in meaningful conversations with inquisitive people and flourishes in environments that challenge the mind and promote collaborative progress.

He uses his calligraphy practice as a tool to help him concentrate on one thing at a time.

### Personality Overview

**Information Seeker**   **Objective Thinker**   **Critic**

Unless the value is proven by data, they are unlikely to value fancy features. It is very likely that they will negotiate pricing or other important terms. They like to do things independently and don't look for support from others.

### Topics They Care About

- AI in Pathology**  
He led the development of an end-to-end AI platform combining pathological images with genome analysis to automate tissue-to-gene mapping.
- Precision Medicine**  
His work centers on translating complex biological signals into clinically actionable insights for cancer treatment and diagnostics.
- Cancer Genomics**  
His background includes in-depth mining of cancer genome and exome data to identify driver mutations and structural rearrangements.

### Mindful Focus

He practices calligraphy as a personal interest, specifically using it as a tool to improve his ability to focus.

### Intellectual Collaboration

He expresses a preference for environments that challenge minds, encourage open-mindedness, and foster collaboration for progress.



## Media Appearances

Henry has no verified media appearances

## Work History

- 11-2019  
Director of AI & Precision Medicine at Foundation Medicine
- 4-2014 - 11-2019  
Senior AI Research Scientist at Foundation Medicine
- 3-2011 - 4-2014  
Research Scientist at Purdue University
- 5-2007 - 3-2011  
Senior Bioinformatics Analyst at Genentech
- 2-2004 - 5-2007  
Bioinformatics Analyst at Genentech

## Education

- MBA from University of California, Berkeley, Haas School of Business
- M.S from University of California, Berkeley

## More Information

### Social Presence :



### Prographics :

Exp : **22** Location : **United States** Job Level : **Mid-senior**

Designation : **Director of AI & Precision Medicine at Foundation Medicine**

# Insights For Selling To Henry

## 👉 During A Call Or A Meeting

### DO's

- Keep some extra margin while sharing pricing, they are likely to negotiate later
- If you can, show them industry reports or analyst comments instead of sharing anecdotal stories
- Be formal and objective, they will appreciate it more

### DONT's

- Avoid phrases like 'trust me', 'others just love' etc.
- Don't try too hard to build a relationship with them
- Do not use very emotional or colorful language

## 👉 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 Henry, 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:** Objective

*Example: Getting personalization right, '40% increase' etc.*

**Salutation:** Yes (Something usual)

*Example: Use 'Hi' or only the first name*

**Greeting:** No

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

**Emojis/GIFs:**

**Bullet Points:** Recommended

**Closing Line:** Logically summarize/ask

*Example: Something like 'If these points make sense, shall we speak tomorrow?'*

**Complimentary Close:** None or formal

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

**Tone of Words:** Objective, informational

**Overall Messaging:** Focused on allaying doubts and ROI

**Length of Mail:** Short

*Example: Ideally upto 100-120 words*

## 👉 While Negotiating & Closing

The secret to closing fast with Henry is

- *Proven ROI, pricing and objective proof points are the factors that sway their decision.*

Will you ever get a clear answer from Henry

- *They are comfortable saying no if they are convinced that it is the correct decision.*

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## Insights For Deal Planning

How Fast (Or Slow) Will Henry Move?

- *Their decision-making is neither very fast nor very slow, they are somewhere in between.*

Can Henry Take Some Risk Or Not?

- *They can take risks if their analysis shows that it would be worth it.*

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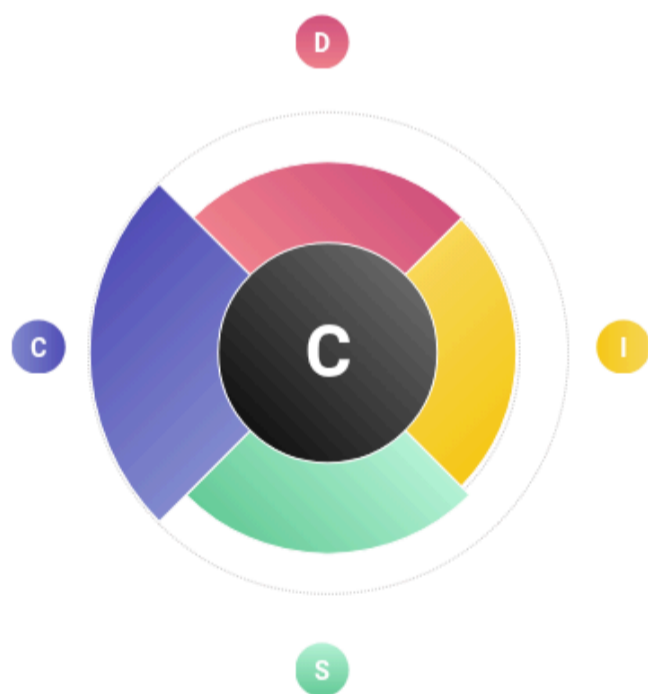
## You And Henry

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Henry'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.