



RYAN JB TAYLOR

Observer

DISC Type : ci

Advisor at Founders at the University of Cambridge

San Francisco Bay Area, United States

Overview

Ryan JB Taylor is a Principal at Fusion Fund, specializing in early-stage investments in AI, healthcare, and deep tech. With a background from UCLA and a University of Cambridge MBA, he focuses on partnering with technical founders to build transformative companies that redefine major industries.

He is passionate about bridging the gap between scientific innovation and entrepreneurship. Ryan actively advises frontier science startups, particularly those emerging from the university ecosystem, helping them access global capital and scale their operations within the U. S. venture landscape.

Unique fact: Ryan serves as a startup advisor for the accelerator at his alma mater, Founders at the University of Cambridge.

Personality Overview

Curious

Example Seeker

Value Driven

They ask a lot of questions and rely heavily on information and collaterals. They can sound friendly and charming but can quickly change gears to become inquisitive and probing. They are generally good communicators and can be hard to convince.

Topics They Care About

Frontier AI & Deep Tech

Focuses on investing in companies at the intersection of AI, healthcare, and industrial systems, backing founders with deep technical expertise.

Reinforcement Learning

Follows the emergence of Reinforcement Learning as a key method for developing next-generation, superhuman artificial intelligence.

Healthcare Robotics

Shows a keen interest in the application of robotics and automation to solve complex challenges within the healthcare industry.

Supporting Student Founders

Actively advises startups from the University of Cambridge, helping them access the U. S. venture ecosystem and secure capital.

AI-driven Security

Invested in Zeroport, a company building a non-IP secure remote access platform, showing an interest in advanced cybersecurity solutions.

UCLA Bruins Fan

[Predicted] Based on his bachelor's degree from UCLA, he likely follows and supports the university's sports teams.



Media Appearances

Ryan has no verified media appearances

Work History

- 3-2026
Advisor at Founders at the University of Cambridge
- 1-2026
Investor at Zeroport
- 1-2026
Board Member at AgileRL
- 9-2025
Board Observer at SenseNet Inc.
- 7-2025
Investor at Memories.ai

Education

- Master of Business Administration - MBA from University of Cambridge
- Bachelor's degree from UCLA

More Information

Social Presence :



Prographics :

Exp : **17** Location : **San Francisco Bay Area, United States** Job Level : **Mid-senior**

Designation : **Advisor at Founders at the University of Cambridge**

Insights For Selling To Ryan JB

👉 During A Call Or A Meeting

DO's

- Persuade objectively how your product will help them achieve their goals
- Be prepared for a lot of questions, answer them objectively
- Invite them for a social do but don't rely solely on the relationship

DONT's

- Avoid making offhand commitments
- Don't be too objective but make sure to pad your storytelling with data points
- Don't brush off any concerns, take all questions seriously

👉 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 Ryan JB, 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: Exciting but objective

Example: Making it personalized, 'Changing how to sell' etc.

Salutation: Yes (Something usual)

Example: Use 'Hi' (along with the first name)

Greeting: No

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

Emojis/GIFs:

Bullet Points: Could use

Closing Line: Logically summarize, keep high energy

Example: Something like 'If these points make it clear, lets wrap this up at 11am?'

Complimentary Close: Unique or standard

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

Tone of Words: Confident, informational

Overall Messaging: Focused on generating excitement while staying objective

Length of Mail: Medium

Example: Ideally upto 120-130 words

👉 While Negotiating & Closing

The secret to closing fast with Ryan JB is

- *Proven value, strong testimonials are important for them, rapport can impact decisions a little.*

Will you ever get a clear answer from Ryan JB

- *They are practical and friendly, don't expect a clear-cut response often.*

Insights For Deal Planning

How Fast (Or Slow) Will Ryan JB Move?

- *They like to be detailed and take their time to arrive at decisions.*

Can Ryan JB Take Some Risk Or Not?

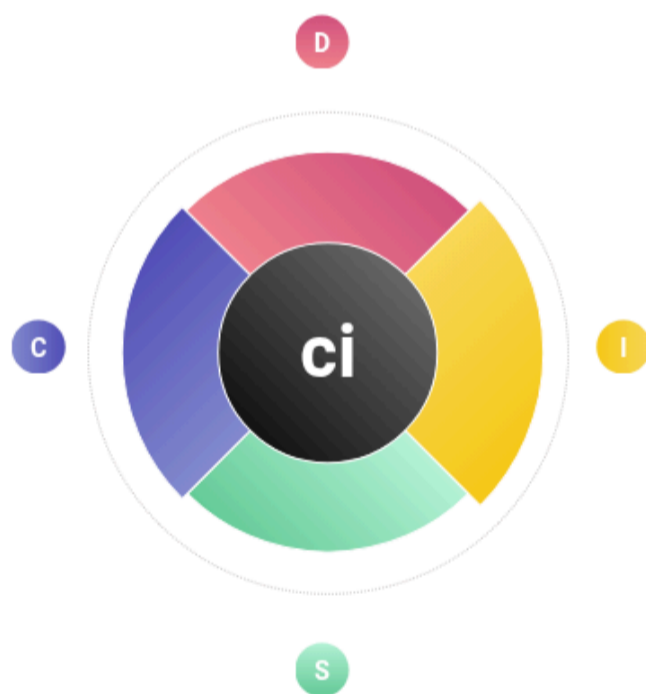
- *They weigh all decisions systematically and are unlikely to take many risks.*

You And Ryan JB

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Ryan JB'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.

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.