

HIGH-TECH EXECUTIVE**USER EXPERIENCE STRATEGY | TECHNICAL PRODUCT MANAGEMENT | STRATEGIC TECHNOLOGY LEADERSHIP | SOFTWARE DEVELOPMENT**

Senior leader, scientist, and engineer with career recognition as a Thought Leader combined with demonstrated success growing sales and driving innovation for healthcare, chemicals, materials, and life sciences informatics industries. Accomplished IT leader with diversified experience across Product Development, DevOps, IT, Marketing/Sales, and Customer Support functions. Proven background in driving the growth and sustainability of start-up, growth-state and established organizations as a contributing member of executive leadership teams. Expertise in establishing operational structure, building strategic partnerships and driving continuous improvement to achieve business and client goals.

Areas of Expertise

Software Development | Product & Lifecycle Management | Analytics & Data Science | R&D | Business Development
Technology Strategy & Execution | IT & DevOps | Strategic Planning | Sales & Marketing | Client Services | M&A
User Experience Design & Strategy | Executive Leadership | Short- and Long-Range Goal Development | Team Leadership

SELECT CAREER HIGHLIGHTS

- ❖ Instrumental in turning around a \$10M loss in FY 2005 to \$7M non-GAAP net income in FY 2008 for ABC Inc.
- ❖ Key contributor for the sale of ABC Health Inc. and ABC Inc. to ABC Inc. and ABC Corp. respectively.
- ❖ Re-architected ABC Health's PoC processes, reducing prospect evaluations to weeks vs. months.
- ❖ Deployed Essentris EMR to 59 DoD hospitals worldwide for 9.6M military personnel, beneficiaries in 3-months.
- ❖ Architected an automated system to process medical claims for millions of members on daily basis within 4-hour SLA.

PROFESSIONAL EXPERIENCE**ABC Inc., New York, NY**

2013 to 2019

Chief Technology Officer & Co-Founder

Architected, engineered, operated this national online platform for connecting licensed therapists with patients. Devised an easy-to-use, HIPAA compliant video conferencing, scheduling, practice management, and billing platform. Provided complete oversight of the development life cycle for the entire software and technology stack, including frontend, backend, and database schema. Led the creation of company's business model and product's go-to-market strategy.

- Originated and handled product DevOps pipeline using an Agile framework and processes.
- Built and managed outsourced development team in Bangalore India to maximize funds while meeting product timelines and development requirements.
- Directed the development and implementation of AWS Cloud strategy and managed infrastructure across development, staging and production environments.
- Received one of Amazon's first Business Associate Agreements around eTherapyFinder.com's HIPAA compliance.

ABC Inc., New York, NY

2014 – 2016

Vice President

Led cross-functional team of data scientists, nurses, physicians and software engineers to develop an enterprise wide capability for measuring and tracking health of member population for business and clinical leadership across management, with the enterprise goal of improving the health of the 12M+ member population by 20% by 2020. Supervised integration of cloud-based healthcare analytics solution for Accountable Care Organizations (ACO) leveraging Health Information Exchange, a clinical analytics engine and tablet-based application for physicians at the point of care.

- Established models for disease progression with an emphasis on diabetes.
- Incorporated modifiable risk factors to provide physicians with relevant information at point of care.
- Implemented Humana's Health Indicator enterprise application measures, which tracked patient health and wellbeing for Humana's 12M+ members (patent pending).
- Directed cloud-based deployment of new clinical analytics engine for authoring HEDIS, ACO, Gap-in-Care quality measures used across the healthcare ecosystem.

ABC Inc., New York, NY

2011 – 2014

Vice President, Solutions Delivery

Headed cross-functional team of 12 direct reports through the design, implementation, and support of enterprise clinical informatics solutions encompassing QA, client services, project management, IT, technical documentation, and implementation engineering. Drove the development and implementation of an innovative prior authorization Laboratory Benefits Management solution for Beacon LBS, a subsidiary of United Health.

- Fixed lengthily Proof-of-Concept (PoC) processes and created competitive customer sales lifecycle through collaboration with Project Management, Implementation Engineering, Development and QA teams.
- Directed the development and implementation of Stage 1 & 2 Meaningful Use quality measures for Quest Diagnostics Care360 EMR, receiving CCHIT certification.
- Performed technical due diligence as M&A team member for ABC Inc.'s 2011 acquisition of ABC Health, Inc.
- Deployed analytics solutions to major health plan, top pharmacy benefit management company, and leading clinical and genetic laboratory as new clients.
- Assembled a team and conducted in-depth analysis to identify all process bottlenecks.

ABC Inc., New York, NY

1996 – 2011

Vice President, Chemicals, Materials & Manufacturing (2006 – 2009)

Led a \$25M global software services business, focused on strategy, product lifecycle management, marketing, and sales pipeline, across the chemicals, materials, and pharmaceutical sectors with \$2M annual budget. Developed and managed team of 7 PhD's and 65 indirect reports.

- Drove turnaround leadership for publicly traded company that was losing \$10M per year in Life Science business due to lower-priced competitors. Refocused strategy, capitalizing on untapped Materials and Chemicals markets, during huge economic downturn.
- Brokered \$1M+ service deals for Shell Oil, Boeing and DuPont Crop Science.
- Transformed Materials Science from point product to solutions centric platform, posted first \$1M+ solution.
- Leveraged nanotechnology, nanobiology, academic partnerships, across multiple industries to sell new services.
- Delivered \$2.4M introducing informatics solutions across industry verticals. Increased services by 53% and software solutions by 13%.
- Reduced product design costs by £6.3M by obtaining 3 European grants to fund advanced materials design using multi-scale technologies for catalysis and fuel cell technologies.

Director of Product Marketing (2002 – 2006)**Consortia Director (2001 – 2002)****Product Manager (1996 – 2002)**

Ran strategy, product marketing, and development for \$20M Materials Science product line, with a \$1.4M annual budget. Managed and developed a team of 8 PhD's responsible for support as aspects of the product life cycle. Utilized expertise in chemical engineering and physics to pivot business model, boost revenue and strengthen customer satisfaction, which was at risk due to industry rapidly transitioning to low cost PC-based economy where the company's revenue was tied up in obsolete machines and software.

- Raised \$3.7M in co-funded R&D from over 30 customers to drive product innovation.
- Increased Materials Science revenue by 6% YOY, outperforming existing core businesses by 35%.
- Organized go-to-market campaigns with HP, IBM, Intel, Microsoft, SGI, driving market penetration.
- Performed systematic product evaluation and overhaul, reduced product portfolio from 100 to a few dozen.
- Surveyed customer needs, identified newest technology, partnered with academics to incorporate cutting edge technologies driving \$3.5M in incremental sales.

EDUCATION**PhD**, Chemical Engineering, University of College, New York, NY**MS**, Chemical Engineering, University of College, New York, NY**BS**, Chemical Engineering, University of College, New York, NY

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