
Professional Experience

Director of Product Management - [Kalderos](#) ■ Pittsburgh, PA **Jul 2024 to Present**

- Leads the end-to-end strategy for Kalderos' MDRP Discount Monitoring solution, supporting a \$26M+ business across 40+ pharmaceutical manufacturers and 5,000+ covered entities within all 52 state Medicaid programs
- Manage and develop a team of product managers while advancing new commercial and analytics offerings
- Drive cross-functional alignment to protect core revenue and position the business for long-term growth

Lead Technical Product Manager - [UPMC Enterprises \(Alexandria Charts\)](#) ■ Pittsburgh, PA **Apr 2022 to Jul 2024**

- Led Alexandria Charts, an NLP and GenAI platform for unstructured clinical data, delivering 10-13x ROI for license holders
- Built and validated a business model that drove \$150M+ in value and secured \$2M+ in new 2023 revenue
- Created brand identity and GTM assets, including sales narrative, pitch deck, and marketing site

Senior Product Manager - [WellSky \(formerly Healthify\)](#) ■ Pittsburgh, PA **Jun 2021 to Apr 2022**

- Company acquired by WellSky's Health and Human Services division in August 2021
- Product leader for Social Determinants of Health (SDoH) search, screening, and referral platform and \$3.5M+ annual revenue
- Drives value and roadmap across diverse user personas - managed care, payer, provider, and community-based organizations

Senior Product Manager - [Maven Machines](#) ■ Pittsburgh, PA **Nov 2020 to Apr 2021**

- Steered the flagship final-mile suite with 3K+ vehicles, achieving \$1.5M annual revenue, and coordinated teams for logistics tool development, managing roadmap, market analysis, and budget
- Pioneered route optimization APIs, unveiling new product offerings and slashing customer costs by over 50%

Product Manager - [Solventum \(formerly 3M | M*Modal\)](#) ■ Pittsburgh, PA **Jun 2017 to Oct 2020**

- Company acquired by 3M's Health Information Systems division for \$1B in February 2019
- Product leader for flagship medical speech recognition, CDI, and AI platform with 85K active users and \$150M annual revenue
- Lead efforts to expand product offering to nursing professionals to grow total addressable market 3x
- Drove development initiative to rebuild recognition platform to reduce cloud-computing costs by 50%
- Overhauled user management design with a search-first focus to streamline customer support and operations teams

Product Manager - [Smith Micro Software, Inc.](#) ■ Pittsburgh, PA **Aug 2016 to Jun 2017**

- Led 31-member development team for a mobile messaging platform with 17M active users and \$30M annual revenue
- Consolidated user tiers, increasing paid-plan adoption by 8.6% and ad-supported user base by 12.5%
- Identified and eliminated underperforming product features, saving \$324K annually

Senior Product Analyst - [Rhiza, Inc.](#) ■ Pittsburgh, PA **May 2014 to Aug 2016**

- Uncovered new customer workflows and pain-points to prioritize new features and define product roadmap - Drove \$12M in new revenue, and a 162% revenue lift for customers, creating an entirely new product line and addressable market

Education, Memberships, and Awards

Bachelors in Social and Decision Science and Voice Performance - [Carnegie Mellon University](#) ■ Pittsburgh, PA **2010 to 2014**
GPA: 3.66 / 4.0 - Graduated University Honors

Awesome Pittsburgh Trustee - [Awesome Pittsburgh](#) ■ Pittsburgh, PA **2020 to Present**

Marketing Chairperson - [Pittsburgh Festival Opera Board of Directors](#) ■ Pittsburgh, PA **2018 to 2020**

Pittsburgh's 30 Under 30 Winner - [The Pittsburgh Business Times](#) ■ Pittsburgh, PA **Class of 2021**

Who's Next in Technology Award Winner - [The Incline](#) ■ Pittsburgh, PA **Class of 2019**