

Danni Wang

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Dear _____,

Last year, I had a wake-up call. My HbA1c levels entered the pre-diabetic range. As someone dedicated to improving population health, I was stunned to realize I had neglected my own well-being. Thankfully, McKinsey's wellness benefit included a Noom subscription. Skeptical at first, I was struck by the message: "*All you need to do is believe.*" Over the next three months, I lost 10 pounds and reaffirmed my belief in the power of psychological science-based tools to drive lasting behavioral change.

At McKinsey, I've partnered with over 30 healthcare organizations—including payers, providers, and investors—to navigate complex data and identify levers that make care more accessible and affordable. However, I've often seen traditional approaches like utilization management and care management fail to influence patient behavior sustainably. This reinforced my belief that true change begins by empowering individuals—a mission Noom embodies.

I bring a strong track record in B2B healthcare solutions and product leadership:

Deep Understanding of the Healthcare Ecosystem: At McKinsey, I've advised dozens of healthcare organizations on growth strategy, medical cost management, quality improvement, care management, and wellness program design. By analyzing complex claims data, I've delivered actionable insights that address healthcare leaders' biggest challenges.

Proven Record in Developing and Scaling B2B Enterprise Solutions: I've led cross-functional teams of engineers, designers, and clinical experts to design and deploy advanced analytics solutions. After delivering >2.5x ROI in the U.S. within 18 months, I successfully scaled these products to international markets, including the UK, Spain, Thailand and the UAE.

Ability to Build Trust Across Teams and Stakeholders: As a team leader, I've recruited, mentored, and collaborated with 100+ individuals with diverse skill sets and cultural backgrounds. By bringing my authentic self to work, I foster trust, empathy, and collaboration that drives long-term success.

I am eager to contribute my expertise to expand Noom's platform and help individuals, like myself, achieve healthier lifestyles. Thank you for considering my application.

Warm regards,
Danni Wang