

Aaron C. Enten

Seattle, WA – Open to Remote, Hybrid, Travel & On-site

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Sr. Director of Product Management | Chief Innovation Officer

HealthTech Strategy – Medical Solutions – Program Director – Product Development – Commercialization

An accomplished healthcare technology leader with over 15 years of experience in driving innovation, from ideation through exit. Expertise spanning medical instrumentation and devices, commercialization, and strategic leadership, with a particular focus on health-tech and med-tech solutions that address global health challenges and clinical needs. Known for focusing on cutting-edge technologies such as computer vision and machine learning. Thrives in complex, high-pressure environments and excels at building cohesive teams that deliver scalable and impactful solutions.

A collaborative, highly inspirational leader who adds value with:

- **Leadership Experience:** Founded and led multiple startups, including Insight Optics, in C-suite roles as CEO and CTO.
- **Quantifiable Successes:** Raised over **\$3M** in capital, advised on projects resulting in over **\$50M raised**, and led product development for **~1400 exams** of specialty-grade retinal screenings by non-specialists.
- **Regulatory Expertise:** Extensive experience in navigating regulatory processes such as **21 CFR 820 and ISO 13485** to ensure product compliance for medical devices.
- **Global Impact:** Passionate about bringing healthcare solutions to low and middle-income countries (LMICs), enhancing access to critical healthcare technologies, and working with international governmental agencies and non-profits.
- **Mentorship & Team Building:** Effectively led cross-functional **teams of over 500 people** and mentored over **72 founders** through product validation and commercialization, improving solution readiness.

Professional Experience | Key Achievements

Executive Consultant, Seattle, WA

Program Management, Business Advisor

Oct 2018 | Present

Leads consulting engagements for emerging startups, including NIH Lab2Market, UCR Innovar, Create-X, and TI:GER, by improving operational performance, accelerating product readiness, guiding fundraising efforts, and shaping market strategy through structured discovery and partnerships.

- **Lab2Market, Program Manager, Business Advisor, 06/2023- present:** Redesigned and optimized innovation programming by developing strategic roadmaps, implementing performance tracking systems, OKRs, and advising leadership teams, reducing commercialization cycles from **12 to 4 months (75%)** and accelerating market penetration for over **25 biomedical ventures**.
- **Improved operational efficiency, increasing throughput by 250% YoY for 3 years** by leading cross-functional teams and redesigning processes through data-driven performance systems, structured workflows, and scalable operational frameworks.
- **Accelerated product and operational readiness for 12+ startups** by building roadmaps and leading rapid prototyping, cutting decision-making timelines by **50%** and validating critical development paths.
- **Supported over \$50M in successful fundraising and acquisitions** by aligning executive teams, building data rooms, and producing materials that boosted investor confidence and FDA readiness.
- **Formed strategic alliances with 15+ industry leaders and research organizations**, identifying high-value opportunities to enhance market positioning, visibility, and accelerate growth for emerging companies.

Higher Education - Courses List

Affiliate Faculty | Instructor

May 2014 | Present

Leads international research teams and multimillion-dollar projects resulting in peer-reviewed publications, patents, and commercial technologies, while designing over 70 experiential learning modules for 500+ students to enhance their competencies.

- **University of Washington**, School of STEM, Affiliate Faculty and Instructor
- **Georgia Institute of Technology**, Guest Lecturer, Instructor, Course Advisor, and Mentor.

Future Force, Seattle, WA

Director of HealthTech Innovation

Jul 2025 | Present

Manages innovation strategy across 15+ early-stage ventures by addressing patient-care gaps, mentoring founders, and strengthening cross-sector partnerships to advance high-impact HealthTech solutions and expand accelerator capacity.

- **Delivered a 40% increase in high-impact HealthTech ventures advancing through the accelerator pipeline** by identifying care-delivery gaps, strengthening solution viability, and aligning cross-functional teams to scale meaningful innovations.
- **Drove a 30% improvement in design control validation rates by educating over 50 founders** in human-centered design and evidence-based strategy, strengthening product relevance and commercialization readiness across accelerator cohorts.

- **Expanded joint development opportunities by 135%** by building strategic partnerships between startups, research institutions, and healthcare organizations, positioning Future Force as a leading hub for HealthTech collaboration.

Insight Optics, Inc., Seattle, WA

Chief Executive Officer, Founder

Jul 2017 | Jun 2025

Oversaw innovation and product strategy for an ML and CV-driven specialized preventive medicine screening platform, securing multimillion-dollar funding and guiding teams from ideation through early revenue to acquisition.

- **Enabled 10,000+ seconds of specialty-grade retinal videographic screenings** by leading the development of an ML and CV-driven preventable disease care platform, with a **40-member** cross-functional team, managing a multimillion-dollar budget to expand preventive care access, and successfully generating exit opportunities.
- **Raised over \$3.5 million in capital with \$500k in grants** through a multi-channel fundraising strategy, securing funding from diverse sources to accelerate product development and market expansion.
- **Drove Insight Optics from pre-revenue to post-revenue** by conducting **1,000+** customer discovery interviews, field-testing multiple business models, and negotiating **six- and seven-figure enterprise contracts**, validating product-market fit and growth.
- **Built and led a 40+ person multidisciplinary team** across research, engineering, sales, and marketing, fostering a collaborative culture that accelerated innovation and enabled rapid growth.

iNeurologics, Atlanta, GA

Chief Technology Officer, Founder

Jul 2014 | Dec 2017

Led the development of a non-invasive intracranial hypertension monitoring tool, managing a 10-person team through concept, validation, and pilot deployment while overseeing the acquisition and technology transfer to ensure full IP retention.

- **Delivered a fully compliant, pilot-ready intracranial monitoring device within 18 months**, reducing diagnostic false positives by directing the design, prototyping, and clinical validation of a non-invasive neurodiagnostic system, adding quantitative components to a qualitative examination, with a cross-functional team and **\$150K R&D budget**.
- **Preserved 100% IP value and ensured seamless integration** by managing the full micro-acquisition and tech transfer, aligning cross-organizational deliverables, and maintaining innovation continuity.

Hemoglobe, Baltimore, MD

Vice President Product

Jul 2013 | Dec 2014

Directed product development, R&D, validation, and global field testing for a non-invasive maternal anemia screening device. Conducted extensive customer discovery, designing core sensing and signal-processing systems, and coordinated trials.

- **Validated and commercialized a non-invasive maternal anemia screening technology** by conducting over 100 field interviews, securing initial customers, and driving the company's successful shift from pre-revenue to post-revenue operations.
- **Boosted measurement accuracy by 30% and achieved a 98% successful data transmission rate** by redesigning an analog front-end sensing and signal-processing architecture that enhanced device reliability and usability in low-resource healthcare settings.
- **Trained, managed, deployed, and provided on-site support for field implementation of technology** in over **five low- and middle-income countries** in collaboration with governmental agencies and non-profit partners.

Infinite Biomedical Technologies, Baltimore, MD

Product Manager

Oct 2011 | Jun 2013

Modernized myoelectric prosthetic control systems by designing electrical boards, integrating RFID software, and validating performance while leading cross-functional teams through the product lifecycle from concept to clinical pilot.

- **Led an R&D team with a \$500K budget to redesign a next-gen myoelectric prosthetic control system**, integrating WISP RFID communication for improved reliability, seamless grip switching, and a pilot-ready clinical system.

Education

Doctor of Philosophy (Ph.D.) | Georgia Institute of Technology Dept. of Electrical and Computer Engineering | Bioengineering

Master of Business Administration (MBA) | Georgia Tech Scheller College of Business | Innovation Management & Technology Commercialization

Master of Science (MSE) | Johns Hopkins University Whiting School of Engineering | Bioengineering Innovation and Design

Bachelor of Science (BS) | Johns Hopkins University Whiting School of Engineering | Biomedical Engineering

Bachelor of Science (BS) | Johns Hopkins University Whiting School of Engineering | Applied Mathematics and Statistics

Certifications: Product Management Professional Certificate (PrMP); Financial Analysis and Modeling Professional Certificate; Change Management Professional Certificate; Corporate Finance Foundations Professional Certificate; Python for Data Science Professional Certificate

Technical & Business Acumen

Software & Applications: AWS, Atlassian (Jira, Trello, BitBucket), GitHub, Figma, Microsoft Office (Word, Excel, PowerPoint, Project, etc.), AutoCAD, SolidWorks, Eagle PCB, Adobe Software (Photoshop, InDesign, Illustrator, etc.), QuickBooks, Apollo, HubSpot, Slack, Teams, Google Suite

Languages & Frameworks: Python, MATLAB, SQL, VBA, JavaScript, Materialize, Figma, C++, R, SPSS, LabView, Claude, Qwen3

Regulatory: 510(k), PMA, HIPAA, QMS, ISO/IEC Standard frameworks, SaMD, 21 CFR 820, ASTM, CE

Methodologies: Agile, Kanban, Waterfall, OKR, KPI, Balanced Scorecard, Medical Product Design Control, Agentic SDLC

Grant Contributions

Small Business Innovation Research (SBIR P1):	\$387K+, 2023
Blue Cross Blue Shield C1: HITC:	\$200K, 2021
Small Business Innovation Research (SBIR P1):	\$255K+, 2020
T32 Cell and Tissue Engineering Training Grant:	\$80K, 2017
Technology Innovation: Generating Economic Results:	\$38K+, 2015
Consortia for Improving Medicine with Innovation. And Tech:	\$110K, 2014

Patents & Publications ↗

A non-invasive bio-fluid detector and portable sensor-transmitter-receiver system, [US20180116515A1](#) · Issued Feb 16, 2021

Capturing diagnosable video content using a client device, [US20230144621A1](#) · Filed Jan 27, 2022

Pulse Width Modulated Periodic Backflush for Clearance of Fouling Layers in Dead-End Filtration Systems, [WO2019152476A1](#)

Book · Enten, A., LaGrow, T. Medical Devices and Technology Pocket Guide · Readsy, Est. 2027

Scaffold Seeding with Pulse Modulated Periodic Backflush to Improve Cell Uniformity, Density, and Penetration · Nov 12, 2025

Optimizing Flux Capacity of Dead-end Filtration Membranes by Controlling Flow with Pulse Width Modulated Periodic Backflush · Jan 21, 2020 [Link](#)

Flow rate modulated periodic backflush to improve dead-end filtration · Diss. Georgia Institute of Technology · 2019 [Link](#)

A Liquid-Handling Robot for Automated Attachment of Biomolecules to Microbeads · Aug 26, 2015 [Link](#)

Optomechanical Response of Primate Lenses: Effects of Decentration · Apr 1, 2011 [Link](#)

Honors & Awards

- Georgia Institute of Technology Excellence in Teaching
 - 40 under 40: Changing the World One Changemaker at a Time, GT Alumni Assoc.
 - Georgia Bio Emerging Leader of the Year 2022
 - United Way Health Innovation Technology Challenge Grand Prize
 - 2nd runner-up TiE-U Global Pitch Competition
 - Finalist United Way Health Innovation Technology Challenge Social Impact Grant
 - 1st Place TiE-U Atlanta Pitch Competition
 - Top 5 Create-X Demo Day
 - Chris Ruffin Excellence in Leadership Award
 - Top 10 of 500+ Atlanta Startup Battle
 - 1st Place Healthcare Dealmakers Pitch Competition
 - Top 10 of 60+ Health: Further Pitch
 - NIH T32 Digital Poster Award Winner
 - 2nd Place NAPEC Innovation Conference: iNeurologics Non-invasive ICP Assessment Tool
 - 2nd Place in MGH-APF/CIMIT Primary Care Competition: Non-invasive Hemoglobin Monitor
 - 1st Place Bioinstrumentation design for bilateral below-elbow bio-gaming system
 - 1st Place Medical and Educational Perspectives Device Design Initiative: Testing in India
 - 3rd place Engineering World Health National Design Competition: Low-Cost O2 Analyzer
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Core Competencies

Professional & Leadership Skills: Enterprise-Scale Product Strategy, P&L Ownership, Pricing Strategy, Data Analysis, Cloud Computing Platforms, Life Sciences Regulatory Requirements, Executive Stakeholder Management, Digital Channels, Technology Management, Financial Management, Product Portfolio Management, Non-Profit Healthcare Solutions, Healthcare Market Access, Digital Health, Regulatory Compliance