

# 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.

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**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

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## Technical & Business Acumen

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**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

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### Grant Contributions

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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

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### Patents & Publications ↗

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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](#)

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### Honors & Awards

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- 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
  - 3<sup>rd</sup> place Engineering World Health National Design Competition: Low-Cost O2 Analyzer
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### Core Competencies

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**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