

DARREN HE

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EXCARDIO

Principal, Consulting

Jun 2017 – Current

- Designed and executed strategic plan for the end-to-end launch of a B2C healthcare product serving 10M+ customers at over 6000 retail locations. Collaborated with partner and client product, engineering, compliance, and business teams to deliver on executive vision.
- Developed the migration plan and architectural framework for a customer migrating an on-prem product to a fully managed Data-as-a-Service application.
- Designed and implemented a comprehensive end-to-end digital marketing and sales program, increasing lead generation volume by 200% within one month after pilot launch.
- Conducted market business analysis to optimize competitive strategies in multiple projects and industries, with specific focus on consumer healthcare technology and financial services.

CATHECARE

Product Strategy and Development

Dec 2015 – Feb 2017

- Researched product-market fit, conducted extensive market and industry analysis, built and tested prototypes, and drafted pitch decks for an innovative medical hardware start-up that used UV-C-enabled catheters to reduce deadly central line infections in hospitals. CatheCare device received venture funding by a hospital system and reached Phase II clinical trials.

EXETER GROUP

Director, Product Management

Mar 2014 – Sep 2015

- Led product development teams responsible for three healthcare software products serving over 100,000 customers and over \$250MM ARR, including a customer relationship system; an online marketplace to sell consumer healthcare services; and real-time interfaces with private and government data sources.

Manager, Consulting

Sep 2009 – Mar 2014

- Managed a global team of 15 consultants in complex enterprise solution design, business process overhaul, and solution delivery for a state healthcare exchange. Launched the only on-time system with all requirements delivered out of all 50 states.
- Interwove requirements from 2 federal and 5 state regulatory agencies (CMS, IRS, DHS), public and business advocacy groups, and internal stakeholders into strategic roadmaps and plans.
- Designed complex enterprise solutions, including hybrid SaaS on on-prem system architectures.
- Overhauled operational processes at a call center, reducing wait times by over 90%.
- Implemented an enterprise Data Warehouse solution with Tableau reporting serving 140k+ users.

EDUCATION

Columbia Business School, MBA

Dean's Honors | Vice President of Technology

Aug 2015 – May 2017

Harvard University, BA in Neurobiology, Minor in Health Policy

Sep 2005 – May 2009

Continuing Education – Harvard Extension School

Data Science Graduate Certificate (16 credits)

Jun 2018 – Aug 2020