

# ROB KAIRIS

Product leader focused on building teams and launching modern healthcare applications

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📍 Chicago, IL

## SUMMARY

Proven leader who's taken several provider-related products from ideation to launch. Extensive experience understanding, extracting, and utilizing data from EMRs and industry standard EDI file sets to drive provider benefit. Self-starter skilled in turning ambiguity into action, who can rapidly build proof of concepts to validate market opportunities.

## PRODUCT EXPERIENCE

### Senior Director, Product Management

#### R1

📅 2022 - 2023 📍 Remote, USA

🔗 <https://www.r1rcm.com/about>

- Set strategy and vision for an enterprise work driver application and three legacy tools, supporting \$500M+ in operational revenue
- Led division of ten product managers, two directly and three supervisors
- Successfully transitioned two service lines and 15 client-focused project teams into the new work driver, reducing days to collect by 20%
- Identified and integrated LLM capabilities within a legacy application projected to increase overall productivity by 5%
- Led product suite integration discussions between R1 and Cloudmed to develop a consolidated roadmap for the Chief Product Officer

### Director, Product Management

#### Cloudmed, an R1 Company

📅 2020 - 2022 📍 Remote, USA

🔗 <https://www.cloudmed.com/about/>

- Executed strategy for a data ingestion and work driver application, supporting \$350M+ in operational revenue
- Led division of six product managers, one directly and two supervisors
- Partnered with engineering leadership to build an EDI file ingestion engine reducing time to drive initial value to our clients by 25%
- Developed and coached team to hit OKRs 90% of the time or more for feature ROI and product best practices
- Standardized delivery process, sprint schedules, demos, and release communications across 20+ staff product department

### Product Manager

#### Huron

📅 2018 - 2020 📍 Portland, OR

🔗 <https://www.huronconsultinggroup.com/company/about-us>

- Owned an end-to-end revenue cycle work driver application, supporting \$250M in annual revenue
- Led team of three business analysts across two products
- Successfully planned, built, and partnered with corporate sales to launch two applications: physician compensation tracking and payer denial avoidance
- Owned market segmentation and competitive analysis activities for yearly planning and presentation to the company at an annual conference
- Participated in win/loss interviews with senior sales leaders at six clients

## EDUCATION

### BA Business Administration

#### University of Florida

📅 2003 - 2007

## TECH SKILLS

MS SQL Server Python Databricks

Scala Azure AWS Tibco Spotfire

PowerBI LLMs Predictive Analytics

## ADDITIONAL EXPERIENCE

### Huron - Senior Client Relationship Owner

📅 2015 - 2018 📍 Portland, OR

- Primary contact for twelve health systems focused on gathering requirements for updates to our applications, providing estimated time to completion, training clients on product updates, and assisting contract pricing efforts
- Consistently kept portfolio of clients below budgeted monthly support hours while maintaining positive NPS
- Created and managed five proof of concepts, with two sponsored for development by leadership

### Huron - Strategic Client Specialist

📅 2011 - 2015 📍 Chicago, IL

- Owned a portfolio of five major health systems, approximately \$10B in annual net patient revenue, with a focus of identifying and implementing improvements to their revenue cycle processes
- Led a combined team of six junior resources across two client engagements to drive benefit at a large NY based health system

## HOBBIES AND INTERESTS

🏃 Running and Athletics

👋 Volunteering

🏈 College Sports

🥕 Cooking