Naqi Khan, M.D., M.S.

Seattle, WA • naqi.khan@gmail.com • 415.271.4735 • linkedin.com/in/naqikhan

Clinical product management executive and informatics leader with deep, hands-on expertise in developing healthcare technology software solutions for patients and clinicians. Extensive, successful track record of leading products from ideation, to commercial launch, to market traction. Experience includes managing interdisciplinary teams, overseeing divisional budgets, P&L accountability, C-suite engagement, cross-functional team alignment, strategic partnership development, and stakeholder management.

Clinical Decision Support • Generative AI • Data Interoperability (HL7 & FHIR) • Biomedical Data Science & NLP
EHR Integration • Clinician Workflow Optimization • Product Commercialization

EXPERIENCE

Physician Lead, Analytics & ML, WWPS, Amazon Web Services - Seattle, WA   Sep 2022 - Present
Recruited by Director of Worldwide Public Sector (WWPS), Healthcare Industry Team to lead several new global go-to-market (GTM) initiatives for healthcare analytics, machine learning, and generative AI.
- Building multiple new GTM motions with specialized independent software vendors and systems integrators, highlighting capabilities of Amazon's data analytics and NLP services. Currently on pace to surpass FY23 target of twelve new partners engagements.
- Leading new product development and GTM efforts for AWS health-related generative AI offerings.
- Serving as clinical subject matter expert for worldwide informatics initiatives, including recent development and launch of multiple new clinically relevant demos and workshops for physician leaders.

VP Product, Provider, Olive - Columbus, OH   Feb 2022 - Aug 2022
Recruited by Chief Product Officer to lead a r&d graph-database product team and quickly promoted in 30 days to oversee Provider Product Division. Managed $15M+ budget and 42-member division of product managers, product owners, and analysts. Organization restructured in late July 2022 and eliminated my position.
- Reshaped RCM product roadmap to migrate away from custom, non-scalable point solutions, while prioritizing a product-led, SaaS approach. Led launch of Olive's new Autonomous Revenue Cycle solution suite, featured at HFMA 2022 conference.
- Revitalized Olive's population health strategy to incorporate responsibly-developed machine learning solutions, including leading launch of Olive's new Care Campaigns solution at Becker's Annual meeting.

Principal Program Manager, Health AI, Microsoft - Redmond, WA   Jun 2020 - Feb 2022
Recruited by Microsoft Health AI Director to commercialize biomedical NLP-based research initiatives.
- Led a multidisciplinary team of product managers, data scientists, and engineers in creating Onco Phenotype, a specialized AI model for identifying key cancer attributes from unstructured clinical data.
- Executed multiple health AI initiatives as part of the Microsoft - Providence strategic alliance. Building off of Onco Phenotype, reduced case processing from two hours to twenty minutes through an NLP-assisted cancer registry tool and reduced trial matching workflows from days to hours through a clinical trial matching tool.
- Collaborated with Azure Language Pillars team to create and launch a new data labeling framework for use with semi-supervised and distant-supervised biomedical NLP models.
- Partnered with University of Washington to develop a physician informatics executive fellowship program at Microsoft Health AI. (First fellows worked directly with Microsoft teams in Q1 FY22).

Physician Leader, Kaiser Permanente So. Cal. Permanente Medical Group - San Diego, CA   Mar 2019 - Jun 2020
Recruited by KP SCPMG's Executive Medical Director, Informatics to lead clinical AI strategy and drive product development for personalized care.
- Led a 7-member engineering and data science team to build an ML-powered conversation agent to help patients during the triage process (e.g. for ER visits, video consults, etc.). System triaged ~90K patients, saved $8M in its first 12 months, and featured at 2019 NeurIPS conference.
- Managed initiative to improve the accuracy of patient medical records through documentation automation. Yielded a 60% increase in problem list resolution and saved ~1K hours of physician time in the first six months. Presented work at Epic XGM.

VP Analytics and Medical Informatics, COTA Healthcare - New York, NY   Nov 2018 - Feb 2019
Hired to build an informatics team and lead a data normalization initiative for a Series C healthtech startup that specializes in cancer analytics. Organization restructured in Feb 2019 and eliminated my role.
- Spearheaded a clinical data normalization initiative to secure a new $1M population health registry initiative with a key strategic partner.
- Led a four-member team of medical informaticists and data scientists to develop three oncology data products for health economics and outcomes research and clinical trials.

Director Medical Informatics, MCG Health - Seattle, WA   Apr 2016 - Oct 2018
Brought on to help MCG create a product line leveraging their existing clinical guideline content and build a platform to improve product integration with EHR applications.
- Recruited and led an eight-member product engineering team while managing a ~$1.5M program budget.
- Led team to develop Indicia for Admission Documentation, a new physician-facing product suite that was projected for a first-year launch of $600K ACV post-MVP.
- Secured a new strategic partnership with CMS Center for Program Integrity to architect and lead development of a clinical data interoperability technology platform.
- Sourced and developed a sales pipeline of 15 new hospital customers and three EHR vendor partnerships.

Director Product Health Informatics & Data Science, Practice Fusion - San Francisco, CA   Dec 2014 - Apr 2016
Recruited by the Chief Medical Officer to lead strategy and development of population health and data science products impacting 30K medical practices and 900K patients.
- Improved necessary clinical screenings by >15% YOY(based on testing) by leading the development of a smart notification feature within the EHR to alert physicians of necessary clinical screenings.
- Directed a five-member data science and analyst team on engagements with life science commercial partners related to Practice Fusion's de-identified patient dataset. Projects valued at $200K - $500K ACV.
- Provided clinical expertise to formalize medical affairs processes for enterprise initiatives in legal, regulatory, or commercial areas, reducing internal consultancy time from months to weeks.

Medical Informaticist, Kaiser Permanente Health Plan - Pasadena, CA   Jul 2013 - Nov 2014
- Reduced median time to sepsis detection by 30 minutes at two pilot site hospitals by leading engineering and implementation of new sepsis alerting tools for emergency medicine physicians and intensivists.
- Established and led an interregional consortium dedicated to collaboration and standardization of clinical decision support initiatives across all of Kaiser Permanente, with support from regional CMIOs.

EDUCATION

M.S., Biomedical Informatics, Vanderbilt University School of Medicine - Nashville, TN (2012)
M.D., SUNY Stony Brook University School of Medicine - Stony Brook, NY (2009)
B.S. Biological Sciences and Information Science, Cornell University - Ithaca, NY (2005)