

Kiana Nazminia

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PROFESSIONAL EXPERIENCE

Hone Health - New York, NY

2025 - Present

Head of Women's Care

Hone Health is a national telehealth platform specializing in wellness and preventative care, through personalized diagnostics and tailored treatment plans. Focused on leveraging technology and data-driven insights to improve patient engagement, enhance long-term health outcomes, and make expert medical guidance more accessible, Hone serves 20,000+ patients across the United States.

Strive Health - New York, NY

2020- 2024

Senior Manager (Acting Director), Market Operations

April 2024 - June 2024

A Series C startup organization with over \$500M in annual revenue, Strive provides a comprehensive value-based nephrology care solution for 200,000+ patients, utilizing best-in-class data analytics and machine learning to elevate the standard of care for patients with kidney disease.

- Performance oversight of clinical and non-clinical staff, providing guidance and support to ensure adherence to quality, productivity, and contract performance
- Developed and implemented strategies to enhance patient access and engagement across multi-site, in-home, and virtual care settings
- Managed key performance indicators (KPIs) and identified opportunities and strategies for improvement and value creation.
- Directed initiatives to improve operational efficiency, including technology adoption, process optimization, and resource allocation.
- Fostered a culture of continuous improvement, innovation, and accountability.

Chief of Staff to the President/Chief Operating Officer

August 2022- April 2024

Promoted to assuming responsibility for leading enterprise-wide strategic and operational initiatives and high-priority executive projects.

- Designed and implemented national Strive at Home program, resulting in a 30% increase in visits delivered across a national footprint
- Collaborated with C-suite executives to optimize remote workforce strategies, streamline operations, and increase productivity across multidisciplinary staff
- Supported Regional Vice Presidents in operational and performance management
- Implemented multi-million-dollar enterprise innovation initiatives, many of which required utmost discretion and sensitivity

Product Team Lead/ Product Manager

May 2021- August 2022

Pioneered innovative approach to accelerating Strive growth at scale through the creation of the product team division, resulting in 20+ new market implementations and care model innovations.

- Co-management of 25+ product and project managers
- Collaborating with executive and senior leaders to manage cross-functional teams and ensure timely delivery of Strive's enterprise strategic roadmap.

Manager, Strategy & Development

July 2020- May 2021

Managed the generation of multi-million dollar, multi-year value-based care contracts with national payor partners.

- Executed RFI/RFPs for national and multi-state payor and health system partners
- Facilitated opportunity analysis and business development life cycle process
- Supported external and patient-centric marketing campaigns

DaVita, Inc. – Denver, CO

2016- 2020

Senior Analyst, Clinical Operations and Innovation

February 2018 - July 2020

Served as a Senior Analyst of Clinical Operations and Innovation for DaVita VillageHealth and DaVita IKC (Integrated Kidney Care), subsidiaries of DaVita, the leading Fortune 200 global dialysis organization.

- CRM platform integration and development of strategic care-delivery innovations
- Full project management and implementation of patient engagement projects
- Led technical training and support for workflow management CRM end users

Analyst, Clinical Operations

February 2016 - February 2018

Served as a Clinical Operations Analyst supporting new markets and models for DaVita VillageHealth Commercial Operations.

- Reporting and distributing KPI and productivity metrics for national operations using Excel, VBA, Tableau, Asana, and PowerPoint
- Conducting ad hoc analyses of operational and process improvement opportunities using Lean Six Sigma methodology
- Working as a business analyst with internal and external IT and Salesforce teams using JIRA and Agile PM methodology
- Serving as the Change Management and Implementation Training Lead to train all users in Salesforce Health Cloud product

EDUCATION

University of Colorado at Boulder Economics

2015

Delta Gamma Fraternity, CU Gold Core and Applied Leadership Programs

CERTIFICATIONS

- Lean Six Sigma Green Belt (Part 1), Firefly Consulting
- Introduction to Agile Project Management, DaVita (Internal)
- Lean Six Sigma Yellow Belt, Acuity Institute