

MOHAMED ALI

Head of Product | Scaling B2B HealthTech, SaaS & AI Solutions | Biomedical Engineer

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VALUE & PRODUCT GROWTH FOCUS

I build products that create measurable customer value, drive adoption, retention, and grow revenue. My operating lens is simple: People → Data → Process → Product, then scale what works.

SUMMARY

Biomedical Engineer with 20+ years building and scaling products across healthcare, SaaS, RCM/financial, and AI-driven platforms. Led 0→1 launches and 1→10 scaling efforts, built teams, and delivered outcomes through customer discovery, strong execution, and data-driven iteration.

CORE SKILLS

Product Strategy & Roadmaps • Rapid Prototyping • Data-Driven Product Decisions & Analytics
• North Star Metrics & KPIs • GenAI / Agentic AI • Healthcare IT • RCM • Workflow Automation
• UI/UX • Leadership • Agile Delivery • Innovation • Design thinking • Team builder • Culture
• Figma • Claude code • Antigravity IDE • GitHub • LangSmith • Tableau • Hackathons

PROFESSIONAL EXPERIENCE

Head of Product | Co-founder — Cairah AI

Jun 2025 – Present

Built an AI-driven patient experience product and provider collaboration layer to support behavioral health outcomes.

- Architecting autonomous AI agentic systems that combine memory, tool orchestration, RAG, evals, and behavioral feedback loops to deliver personalized mental health support.
- Built an EMR-backed provider workflow concept to summarize patient context, search, progress, and risks for clinicians to support coordinated care.
- Defined data strategy and interoperability direction (EMR integrations, provider search, scheduling/booking workflow, structured summaries).
- Integrated wearable signals to enrich patient context and drive personalized interventions (movement, sleep, lifestyle patterns).
- Wore multiple hats and led a team of 6: product strategy, discovery, UX, roadmap, prototyping, compliance direction, and iterative release management.

Chief Product Officer — TeamWork Health

Jul 2024 – Jun 2025

Led product and innovation strategy to improve patient experience, payer integrations, access, care coordination and value-based care using hybrid in-clinic + telehealth workflows.

- Led product strategy for a hybrid care model improving access in underserved communities, drove AI-enabled intake and value-based care to enhance patients' experience.
- Led payer integrations, streamlined prior auth and achieved ~\$1M MRR in the first 6 months.
- Designed clinician-in-the-loop workflow: PA/NP conducts visit; MD joins ~10 minutes virtually to assess and finalize plans, which led to improve access to healthcare and reduce cost.
- Built a talented team of 35 clinicians, products, engineers, admin and defined operating model (roles, handoffs, protocols) to improve throughput while protecting quality.
- Aligned clinical, operational, and technical stakeholders on roadmap priorities and measurable outcomes.

Director of Product Management, Financial Suite — Omnicell

Aug 2022 – Apr 2024

Owned strategy and execution for enterprise pharmacy platforms supporting billing, reconciliation, and operational visibility at scale.

- Led portfolio and roadmap for strategic enterprise customers (Cardinal Health, Cencora, Kroger), representing ~\$30M+ annual revenue.
- Established product governance: intake, prioritization, requirements documentation, release readiness, and KPI reporting across a multi-product suite.
- Defined pricing, north star metrics, and performance dashboards to drive adoption, retention, and operational outcomes.
- Initiated AI initiatives: GenAI-based support experiences and early exploration of LLM/automation to reduce manual work and improve decisioning.
- Managed and mentored a team of 9 Product Managers/Product Owners; partnered closely with engineering leadership and customer-facing teams.

VP of Product — Agylz

Jan 2021 – Jun 2022

Built a custom product management and collaboration platform enabling teams to move from ideation to delivery in one system.

- Led 0→1 product strategy, roadmap, and execution; drove early adoption and iteration loops.
- Built and led a 12-person team (POs, engineers, QA), owned delivery cadence and quality.
- Led UI/UX to create an intuitive journey and improve engagement across the platform.
- Shipped analytics products for planned vs delivered, performance insights, and adoption projected vs achieved.

Sr. Technical Product Manager — WellCare Health Plans

Oct 2015 – Dec 2020

Built innovation and automation capabilities; delivered MVPs, validated value, and drove PMF.

- Owned strategy and roadmaps for automation products solving operational bottlenecks and improving member experience.
- Led market/competitor research, stakeholder alignment, and prioritization across multiple business units.
- Orchestrated MVP builds and iteration cycles to achieve adoption and product-market fit.
- Facilitated 100s of design thinking workshops, established ROI tracking and executive reporting.

Product Manager / Product Owner — Dcolabs

May 2012 – Sep 2015

Owned backlog and requirements for HIS/RIS products, translating clinical needs into software.

- Managed backlog and customer requirements; translated workflows into user stories and technical documentation.
- Led Agile ceremonies (refinement, sprint reviews) to drive predictable delivery and stakeholder alignment.
- Ran customer sessions and focus groups to validate needs and improve usability and adoption.
- Guided UI/UX enhancements to deliver more intuitive healthcare applications.

Product Engineer | Co-founder — Biomed S.A.E

Sep 2010 – Jan 2012

Delivered cost-efficient imaging environment solutions for Siemens, Toshiba and Philips, improving safety, compliance, and patient experience.

- Developed RF cage and radiation protection solutions for MRI, CT, and Cath Lab installations.
- Planned resources and budgets; managed execution timelines and stakeholder communications.
- Improved patient experience and clinical readiness across imaging exam rooms.

Project Engineer — Siemens Healthineers

May 2007 – Aug 2010

Supported design and deployment readiness for MRI, CT, and Cath Lab projects

- Contributed to shielding/protection design and implementation readiness for imaging environments.
- Conducted site inspections and technical planning; supported RF calculations and resource forecasting.

EDUCATION

Biomedical Engineering Degree — HTI (Higher Technological Institute)