Nima Emami

Head of Product

Irvine, CA, United States | LinkedIn

Product leader with 16 years across healthcare, enterprise analytics, and applied AI, currently taking an AI copilot from zero to one at Layerstone. Previously scaled a Medicare and Medicaid care enablement platform at Optum from 53,000 to 425,000+ attributed members.

Experience

Head of Product Jan 2026 — Present
Layerstone *Irvine, California, United States*
Lead product on a three-person team working with the founder and the client CEO on an AI copilot that connects 23 years of institutional knowledge across Access, SQL Server, Excel, and HubSpot. Ran onsite discovery, turned findings into 12 feature specifications and a phased roadmap, and built a pilot now used by its first sales and service users. Analyzed 12,701 CRM deals to surface $5.2M in stalled negotiations and built the trust model, ROI model, and reusable product layer separate from the client build.

Director, Product and Innovation Aug 2023 — Dec 2025
Optum Insight, UnitedHealth Group *Minnesota*
Owned strategy, roadmap, and commercialization for a care enablement and coordination platform serving Medicare and Medicaid populations. Scaled the platform from 53,000 to 425,000+ attributed members, covering market assessment, business case, pricing, packaging, and contracting. Delivered 10-13% lower cost of care and a provider NPS of 67, and led matrixed teams of 15+ across six functions.

Senior Product Manager - Clinical Solutions, Provider Enablement Oct 2019 — Dec 2025
Optum Insight, UnitedHealth Group *California, United States*
Repositioned and relaunched an internal care enablement platform as a branded enterprise product aligned to 1.6M attributed lives. Quantified $1.9B in potential contract value through market sizing and healthcare economics analysis. Shipped predictive risk models that reduced medical and pharmacy cost per member per month by 12.5%.

Product Manager - Clinical Services Sep 2019 — Dec 2019
UnitedHealth Group *Greater Minneapolis-St. Paul Area*
Served as product owner for enterprise clinical data consolidation, bringing lab, vitals, claims, and membership data into a trusted environment for downstream clinical programs.

Business Process and Analytics Consultant Apr 2013 — Dec 2016
UnitedHealth Group *Minnesota*
Owned clinical, claims, and operational data platforms as part of the enterprise data strategy, retiring duplicative assets and cutting recurring maintenance costs by $200,000. Established an Agile testing and acceptance framework for user acceptance testing across those platforms.

Senior IT Systems Analyst Mar 2010 — Apr 2013
Optum
Gathered requirements, identified system gaps, and translated user needs into functional specifications for engineering teams supporting clinical and operational users.
Analyzed system workflows and data processes to troubleshoot issues and improve reliability across multiple programs.

IT Solutions Delivery Consultant Jun 2008 — Mar 2010
Sogeti Consulting and ING Direct *Minnesota*
IT Solutions Delivery Consultant at Sogeti on a web migration for the Minnesota Department of Health. Systems Optimization Consultant at ING Direct on a VMware rollout that saved $50,000 annually.

Systems Optimization Consultant Jul 2007 — Jul 2008
ING DIRECT
Improved system efficiency through virtual infrastructure optimization, strengthening platform performance and reducing operational cost.
Supported engineering and infrastructure teams with performance tuning and environment management.

Education

University of St. Thomas - Opus College of Business Jan 2019 — Jan 2021
Master of Business Administration - MBA in Executive Program

St. Cloud State University Jan 2004 — Jan 2007
Bachelor's in Business Computer Information Systems
Activities and societies: Member of BCIS Club (Business & Computer Information Systems)
Website Master for BCIS Club

Skills

AI Product Management · Product Roadmapping · P&L Management · Health Insurance · Interoperability · Electronic Health Records (EHR) · Risk Adjustment · Medicare Advantage · Value-Based Care · Innovation Management · Generative AI · Knowledge Management · Conversational AI · Agentic AI Product Design · MVP Scoping · Workflow & Process Mapping · Large Language Models (LLM) · Product Management · Business Case Development · Product Marketing · Strategic Partnerships · Healthcare Effectiveness Data and Information Set (HEDIS) · Market Sizing · Competitive Analysis · Sales Enablement · Business Strategy · Digital Transformation · Workflow Automation · Operating Models · Machine Learning · Behavioral Health · Strategic Planning · Utilization Management · Revenue Forecasting · Enterprise Software · Data-driven Decision Making · Product Lifecycle Management · Market Analysis · Predictive Analytics · AI Product Strategy · Change Management · Population Health Management · Provider Enablement · Executive-level Communication · Cross-functional Team Leadership · Contract Negotiation · Financial Modeling · Platform Strategy · Artificial Intelligence (AI) · Healthcare Analytics · Product strategy and roadmaps · Zero-to-one development · Commercialization · Pricing and packaging · Business cases and financial modeling · Customer discovery · AI product development · Enterprise analytics · SQL · Medicaid · Accountable care organizations · Population health · Care gap closure · Social determinants of health · Medical loss ratio