Prahlaad Ram

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6 years building healthcare data products, from clinical NLP platforms to FDA-regulated SaaS

Professional Summary

Product Manager with 6 years driving healthcare data platform development across real-world evidence, medical devices, and clinical data delivery. Built products from 0-1 (Patient Chart Viewer for pharma analytics) and at scale (175K-user compliance platform). Hands-on technical background in Python, SQL, Snowflake, and AWS with applied experience in clinical NLP, AI/ML ground truthing, and data pipeline architecture. Domain expertise in FDA regulatory pathways, clinical data standards (ICD-10, LOINC, SNOMED), and quality management systems.

Technical Expertise

Product & Delivery: Product roadmap ownership, backlog prioritization, sprint planning, requirements gathering, stakeholder alignment, SDLC, release management, 0-to-1 product development
AI/ML & Data: Python, SQL, Snowflake, ETL pipelines, clinical NLP, LLM applications, AI/ML model validation, ground truthing workflows, data normalization
Healthcare & Regulatory: ICD-10, CPT, LOINC, SNOMED, EDC systems, 21 CFR Part 11/820, ISO 13485, IEC 62304, ISO 14971, EU MDR/IVDR, FDA 510(k), QMS, V&V protocols
Cloud & Tools: AWS (S3, Lambda, Glue, Athena), RESTful APIs, OAuth 2.0, Snowflake, Sigma, Power BI, Tableau, Git, Postman, JIRA, Confluence

Professional Experience

Product Manager | Atlanta, GA | May 2024 - Present
Innolitics | SaMD regulatory consulting and software development for medical device companies, part-time through Nov 2025, full-time since Dec 2025

- Own product strategy for FDA regulatory content platform, defining requirements and roadmap for tools that guide medical device professionals through Class I/II/III submission pathways
- Gather client requirements and translate regulatory complexity into actionable product deliverables, including software validation guides and AI/ML-enabled SaMD pathway documentation
- Drive 15% increase in monthly qualified traffic through data-driven content strategy engaging 3,000+ regulatory professionals
- Plan and manage client-facing events and webinars, synthesizing feedback into product improvement initiatives for Innolitics consulting offerings

Technical Product Owner | Remote | May 2025 - Nov 2025
TargetRWE | Real-world evidence platform leveraging AI/ML for pharmaceutical clinical trial analytics

- Led Patient Chart Viewer development (0-1) through requirements gathering and MVP presentation, owning technical architecture decisions and stakeholder buy-in
- Architected AI/ML ground truthing workflows and annotation guidelines for clinical NLP models processing unstructured patient data
- Built Sigma BI dashboards integrating Snowflake data pipelines with ODS and EDW, automating SAS query refreshes for real-time patient cohort identification
- Developed pattern-finding algorithms to programmatically validate unstructured death dates from patient notes against tokenized Veritas records
- Drove medical data normalization initiatives including alcohol use standardization and clinical data abstraction guidelines
- Led cross-functional standups, retrospectives, and grooming sessions for a distributed engineering and data science team

Technical Program Manager | Remote | Jun 2024 - Jan 2025
VivoSense | FDA-regulated platform for wearable sensor validation in clinical trials

- Owned end-to-end test protocol design, execution, trace matrices, and artifact management for desktop application releases, reducing data error tickets by 30%
- Created PRDs and test suite documentation; executed UAT and regression testing for cumulative rollup updates within new QMS tool (ETQ to ZenQMS migration)

- Managed sprint planning for engineers and clinical scientists, translating business requirements into user stories for compliance-driven wearable data export features
- Presented weekly JIRA dashboard reports on development metrics and testing progress to leadership, ensuring on-time study launches

Associate Product Manager | Chicago, IL (Hybrid) | Aug 2022 - Nov 2023
GHX (Vendormate) | Vendor credentialing for hospital product safety and compliance ($25M+ quarterly revenue)

- Owned workflow design and product documentation for API-driven training course resale framework serving 175,000 healthcare professionals across 6,000 systems
- Decreased time to compliance by 10% across all health systems by optimizing document management workflows
- Improved product NPS from 30% to 80% over 12 weeks through data-driven backlog prioritization and web accessibility improvements
- Automated 8% of monthly credentialing document verifications, realizing $50,000 in training course revenue
- Led transition of 3,600 enterprise customers to new membership billing model with 40+ training sessions for customer success team

Implementation Consultant | Atlanta, GA (Hybrid) | Jul 2021 - Aug 2022
Florence Healthcare | eClinical platform with API integrations for clinical trial management

- Led technical implementations for 30+ clinical research sites with 100% on-time go-live rate across 12-week lifecycles
- Configured eTMF, CTMS, Study Startup, and eReg/ISF solutions; conducted requirements workshops, gap analyses, and migration activities
- Delivered hands-on training workshops advising site managers on system configuration and clinical workflow best practices, driving 10% CSAT improvement

Product Team Lead | Atlanta, GA | Jul 2019 - Dec 2020
Georgia Tech MBID Program | Digital Health IoT Solution for remote patient monitoring

- Led product design for companion mobile app for nephrologists; owned VoC, regulatory pathway, and reimbursement policy presentations to clinical KOLs
- Created DIOVV, aFMEA, and dFMEA documentation for FDA regulatory planning and risk management

Education & Certifications

M.S. Biomedical Innovation & Development | Georgia Institute of Technology | 2019-2020
B.S. Supply Chain Management | University of Alabama at Birmingham | 2015-2018
Certifications: AWS Cloud Practitioner | Microsoft Azure Fundamentals | Product Management Essentials