Neil Sethi

San Anselmo, CA | neil.sethi.mail@gmail.com | 1-650-644-8934 | linkedin.com/in/sethineil

AI-native product leader with 15+ years building products that clinicians and patients use directly, across behavioral health, musculoskeletal care, and preventative medicine. Led products that cut clinician time 50%, reduced surgeries 90%, and scaled to all U.S. states. Deep experience applying AI inside healthcare organizations, from agent-facing platforms to clinical workflows, with enterprise adoption at health systems and payors.

Experience

Tachin.AI (1health) | Director of Platform Product and Partnerships Jan 2026 – present

- Built developer portal and MCP Explorer, exposing compliant healthcare APIs to engineers and AI agents
- Shipped Patient Vault, the headless patient data API over the secure data layer holding 2.7M patient records
- Enabled startup and enterprise build partners to offer lab ordering through national lab networks
- Qualified and mentored startups to launch secure, compliant apps in weeks rather than months

Sethi Solutions (Voice-AI Behavioral Health Platform) | Founder & Product Lead Jan 2024 – present

- Shipped suite of emotional experience and voice-AI apps to support talk therapists and their patient connections
- Integrated wearable biometric data pipelines (HRV, sleep, activity) with personalized mental health feedback
- Automated therapist workflows with AI insights, to increase therapist reach and reduce manual load

Xolv Technology Solutions | Director of Product Management Oct 2022 – April 2024

- Scaled platform to hundreds of clinicians and tens of thousands of patients, driving $20M recurring revenue
- Led 4 cross-functional pods (13 engineers, data scientists, UX), shipping 46 releases over 18 months
- Reduced clinician reporting time 50% and improved system speed 80% by compliant redesign of workflows

Sutter Health, Design & Innovation | Director of Business Design, Product Management July 2019 – Aug 2021

- Launched HealthBridge platform, achieving 90% engagement for hundreds of users while securing $5M funding
- Aligned clinicians and engineers to build D2C sleep monitoring, reducing churn 20% and projecting $7M revenue

SpineZone Medical Fitness | Co-Founder, VP of Product Management Jan 2015 – Aug 2018

- Scaled therapy platform 10x to thousands of users, while reducing surgeries by 90% and patient pain by 60%
- Built EMR software and implemented CRM for scale, enabling Series A funding via A/B-tested onboarding flows
- Secured risk-sharing models with 3 payors, driving 200% clinic growth and achieving profitability within 8 months

WellnessFX | Sr Product Marketing Manager and Head of Analytics Dec 2011 – Dec 2014

- Achieved 10x user growth at WellnessFX by leveraging detailed segmentation, data-driven product positioning, and execution of scalable growth marketing strategies, leading to the Thorne acquisition
- Navigated state-by-state compliance to scale lab biometrics offering to all 50 states while ensuring HIPAA alignment

Qualcomm Inc. | Software Engineer, Product Manager June 2004 – Dec 2009

- Directed $15M business commercializing 20+ prototype phones during the advent of 3G wireless technologies, managing hardware and software roadmaps
- Engineered diagnostic software used by 45,000 mobile chip developers worldwide, contributing to $10M ARR

Education

INSEAD | Master of Business Administration (2010)
University of Waterloo | Bachelor of Mathematics in Computer Science (2003)

Skills

- **AI-native product development:** MCP server design and deployment, agent-readable documentation architecture, agent-facing API design, answer-engine optimization (AEO)
- **Applied AI in production:** Built and operate multi-agent LLM systems in a HIPAA environment: agent orchestration across Claude, ChatGPT, and Gemini, persistent memory architecture, n8n automation
- **Product Management:** Lifecycle management, A/B testing, technical feasibility assessments for AI/wearables, sprint management (Scrum, Kanban)
- **Data & Analytics:** Behavioral analytics, funnel optimization, Python, R, SQL, Tableau, Google Analytics, Optimizely, Hugging Face
- **Customer Engagement:** User journey mapping, UX research, retention, regulatory compliance
- **Leadership:** Cross-functional alignment, team hiring/mentoring, stakeholder communication