

CHINMAYA GOGINENI

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Transformational Product Management Executive with 25+ years of experience leading SaaS, Cloud, AI/ML, and digital health platforms from 0→1 through scale. Proven ability to shape product vision, strategy, and execution—delivering innovations that improve patient outcomes, reduce operational burden, and create measurable clinical and financial impact. Recognized for executive presence, enabling board-level communication, and building high-performing, cross-functional teams. Patented innovator with a track record of driving multimillion-dollar growth and value-based care transformation. Deep expertise across several facets of Product Management, including product strategy, roadmap execution, innovation, customer / market research and growth acceleration.

Core Competencies

- Product Strategy & Multi-Year Roadmap Ownership
- Genomics and Biomarker Innovation & Patient-Centric Experiences (Web, Mobile, Omni-Channel)
- AI/ML & Predictive Analytics Deployment at Scale
- Value-Based Care & Population Health Platforms
- Cross-Functional Leadership | Engineering, Design, Clinical, Operations
- SaaS / Cloud / Data Platforms | Portfolio & P&L Management
- Go-to-Market Strategy | Strategic Partnerships & Alliances
- Agile & Scaled Scrum | Measurement & ROI Tracking

Professional Experience

Group Director, Product Management – R&D | Sep 2021 – Present
Foundation Medicine Inc., Boston, MA

- **Strategic Leadership** – Defined and executed product strategy, delivering **4 new products** (CGP, Distributed, RWD), **5 biomarkers**, and launching an **RUO Innovation Lab** service.
- **Execution Oversight** – Established product, resource, and budget planning frameworks across R&D; integrated with corporate governance; streamlined annual and quarterly planning for cross-functional teams.
- **Data-Driven Decision Making** – Built tools leveraging KPIs, OKRs, and strategic inputs to drive prioritization; oversaw **40+ releases across 4 systems** with teams of **70–150** members.
- **Team Leadership & Development** – Hired, mentored, and retained high-performing teams of **4–6 Group/Senior PMs**; set performance standards and advanced career development pathways.

Product Director – Cloud Services | Jan 2020 – Aug 2021
Nasuni Inc., Boston, MA

- Spearheaded 0→1 product innovation, launching three SaaS solutions and securing two patents.
- Directed cross-functional teams building scalable, cloud-native platforms with high adoption.
- Secured 5 AWS design wins and achieved 42% of partnership growth goals.
- Established product roadmaps aligned to business outcomes and customer value.

Product Strategy – Core Platform Services | Sep 2018 – Jan 2020
Nasuni Inc., Boston, MA

- Delivered patented 0→1 migration platform enabling 3x faster clinical and enterprise data transitions.
- Defined cross-platform strategy, leading four teams across product and engineering.
- Launched performance enhancements improving reliability and patient/user experience.

Group Product Manager – Desktop & Server Care | Apr 2017 – Sep 2018
Continuum Managed Services (Now ConnectWise), Boston, MA

- Drove global product transformation across platforms representing 85% of company revenue.
- Led 5-7 agile teams in roadmap execution, improving customer satisfaction by 30% and reducing churn by 39%.
- Mentored product managers, embedding best practices into scaled product management discipline.

Product & Program Director | Jan 2014 – Mar 2017
iNERDE, Arlington, MA

- Scaled an educational platform 400% YoY through innovation and partnerships.
- Reduced operating costs by 75% and expanded into three new global markets.

Product & Engineering Leadership | 2000 – 2014
Avaya Inc., US & India

- Pioneered patented enterprise telephony solutions driving \$25M annual revenue growth.
- Built and scaled 30-member engineering/product teams across APAC & EMEA.
- Influenced Fortune 500 adoption strategies and established a global Center of Excellence.

Education

- Executive Program, Product Strategy – Kellogg School of Management, 2020
- MicroMasters, Supply Chain Management – Massachusetts Institute of Technology (MIT), 2017
- M.S., Electrical Engineering – Colorado State University, 2001
- B.E., Engineering – University of Madras, 1999

Patents

- Cloud-native global file system with file accelerator – US-12111792-B2, Issued Oct 2024

Languages & Interests

- Languages: English | Hindi | Telugu | Tamil | Spanish
- Interests: Yoga | Social Entrepreneurship | Soccer | Biking | Hiking | Woodworking