

EDUCATION

CARNEGIE MELLON

PHD (ABD) 2015 – 2024

SOCIAL AND DECISION SCIENCE

- Developed predictive model for AI and automation's labor market impacts, explaining wage shifts across industrializing Europe and modern USA
- First author on paper documenting misunderstandings in prognostic communication, published in Journal of General Internal Medicine (2018)
- Built codebase linking economic, job content, and inflation data explaining >70% of salary variance in occupations

MS, BEHAVIORAL DECISION

RESEARCH 2018
Behavioral economics, organizational research, machine learning, optimization

MBA 2007

Merit scholar. 760 GMAT. (99th percentile) Editor-in-Chief school paper

UC, LOS ANGELES 1999

BA Economics

COMMUNICATION

- Experienced presenter, teacher, speaker
- Published researcher; translates technical analysis into policy decisions
- Parent of two (ages 7, 4)

NOTEWORTHY

- Pittsburgh's "40 Under 40", 2013
- Alphas Mentor, 2011-2018
- Company awarded "Pittsburgh's Best Place to Work" (CEO), 2011-2014
- Peace Corps Volunteer (Armenia, 2002-2004): taught 100+ business classes in Armenian; consulted
- Syndicated Angel investor (Alt-Capital) with investments in RentJungle (Rainmaker), ModCloth (Walmart), NoWait (Yelp!), ShoeFit (Amazon)

TOOLS & TECH

- Python (Pandas, SciPy), SQL, R; web dev in Ruby on Rails
- Statistical modeling, applied research design, decision modeling, optimization, experimentation
- Technology planning: long-range platform roadmaps, agile delivery
- Nuanced understanding of behavioral health, Medicaid policy, healthcare delivery, labor markets, behavioral economics, decision making

FOCUS

Technology and analytics leader bridging the tech sector and public service. Founded and scaled a venture-backed platform company, recruiting senior engineering and product talent from Yahoo and Apple and shipping under agile from day one. Current work at ACDHS spans behavioral health policy, provider network design, Medicaid oversight, and managed care re-bidding — translating data and technology into executive decisions.

WORK EXPERIENCE

ALLEGHENY COUNTY DHS

2023 - present

SENIOR MANAGER & STRATEGIC ADVISOR, BEHAVIORAL HEALTH

Internal strategic consulting and system redesign spanning behavioral health accountability frameworks, service evaluation, managed care re-bidding, medical necessity criteria, and federal policy impact modeling.

- Built forecasting system integrating provider financials, enrollment, and utilization to model network capacity risk ~13 months ahead of Medicaid changes; quantified provider-level exposure from federal cuts (HR1/OBBBA) for county leadership
- Applied QALY analysis and social cost-benefit evaluation to develop county's first drug & alcohol strategic plan, identifying clear resource mis-allocation
- Drove executive case for direct provider negotiation via evidence-based gap analysis, supporting MCO re-bidding strategy
- Identified that a proposed provider-owned accountability mechanism, presented as novel, had been previously attempted and failed; redirected strategic design

UNIVERSITY OF PITTSBURGH | ADJUNCT PROFESSOR 2016, 2020

Taught Applied Behavioral Economics at Katz, focusing on how behavioral insights inform practice. Previously consultant to Innovation and Commercialization Office and Entrepreneur in Residence.

WEBKITE (FORMERLY PIKIMAL) | FOUNDER & CEO 2010 - 2015

Built and led a venture-backed decision-intelligence platform; raised >\$4mm. Wrote the initial platform in Ruby on Rails and established an agile engineering culture that scaled with the team.

- Recruited Peter Meulbroek (ex-Yahoo cloud engineering lead) and Chris Connors (ex-Apple product owner/designer for spreadsheet software) — Pittsburgh's top technical talent at the time; scaled engineering, product, and data teams to 40+ delivering 1M+ dynamic pages daily
- First author on three patent applications covering quantitative preference modeling and decision support
- Built profitable decision-making engine platform generating ~\$1mm annual revenue; led pivot to ad-tech, hired successor CEO, and oversaw sale to automotive ad-tech firm (2021)

MODCLOTH | CHIEF MARKETING OFFICER

2009 - 2010

Used statistics, process analysis, and experiments to improve margins while growing sales at a >400% annualized rate

MCKINSEY & ASSOCIATES | ASSOCIATE

2007 - 2009

Built novel models to solve complex problems for Fortune 50 C-suite teams

- Developed long-range web strategy for a top-5 US retailer, defining digital platform direction and investment priorities
- Proved infeasibility of distribution strategy for multinational, leading to nation-wide closure of direct distribution sites
- Co-developed coalition negotiation strategy aligning competing hospital systems to reduce supplier leverage
- Led 7-person team to \$35mm annual savings in component manufacturing