

# Cale Reid

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10+ years building and leading teams in healthcare and life sciences, translating complex workflows into shipped software. Currently prototyping experimental AI tools including multi-model orchestration and structured reasoning tools. I use AI daily to research, prototype, iterate, and ship faster.

## Selected Highlights

Atria	Scaled product/engineering/design team 0→15; owned portfolio supporting \$100M+ annualized membership revenue.
Atria	Built patient portal for longitudinal lab trending; normalized 1M+ lab results across 350+ biomarkers using custom taxonomy.
Salvo	Led 0→1 launch across 30 states; achieved 100% 5-star Trustpilot reviews during tenure.
Flatiron	Led on-prem → cloud migration with zero downtime and zero data loss; reduced latency 50% for 10K+ providers.
Flatiron	Implemented SLOs that drove 50% reduction in P1/P2 incidents; saved \$300K/year in infrastructure costs.

## Experience

### Sabbatical

*Independent study in AI product development. Portfolio: [calereid.xyz](http://calereid.xyz)*

09/2025 – Present

### Atria Health

#### Head of Product

- First Product hire; scaled product/engineering/design team from 0 to 15.
- Built patient portal for longitudinal lab trending; normalized 1M+ lab results across 350+ biomarkers using custom taxonomy.
- Built internal care management platform providing a unified view of appointments and results to ensure continuity of care.
- Built Chrome extension to surface patient context and insights directly inside the EHR to keep clinicians in workflow.
- Identified emerging speech-to-text AI capabilities and built HIPAA-compliant ambient scribing tool for a subspecialty department, reducing documentation time by 90%.

### Salvo Health

01/2022 – 03/2023

#### Product Manager

- Led globally distributed team of 10 from conception to launch of virtual GI clinic.
- Built patient mobile app enabling care delivery and async communication with gastroenterologists, health coaches, and care coordinators.
- Enabled providers to manage 3x previous caseloads by centralizing communications, tasks, and appointments in a provider web app.
- Built analytics infrastructure: event tracking, attribution, and marketing automation with RudderStack, Redshift, Mixpanel, and Braze.

### Flatiron Health

07/2019 – 12/2021

#### Product Manager / Program Manager

- Led Reliability Engineering and Databases team of 7. Implemented SLOs that drove 50% reduction in P1/P2 incidents.
- Led on-premise to cloud migration with zero downtime, zero data loss, and 50% latency reduction for 10K+ providers.
- Rearchitected infrastructure, reducing AWS spend by \$300K/year.

### 23andMe

03/2018 – 06/2019

#### Research Program Manager

- Reduced clinical trial recruitment time-to-launch by over 50% by productizing bespoke processes.
- Primary contact for pharma partners, translating scientific requirements into recruitment operations.

### Fred Hutch Cancer Center

09/2016 – 02/2018

#### Project Manager & Project Coordinator

### Public Library of Science

03/2015 – 08/2016

#### Research Associate & Publication Assistant

## Skills

Product Management	Cross-Functional Leadership; Team Building; Stakeholder Communication; Roadmap Execution; Strategy; Discovery
Product Development	0 to 1 Prototyping; MVP Development; Metrics; Instrumentation; Observability; Reliability; Cloud Infrastructure; CI/CD
AI	Context Engineering; Agentic Workflows and Coding; Speech-to-Text; LLM APIs; Python, SQL, R (AI-assisted)
Healthcare	Clinical Workflows; HIPAA/Privacy; Labs and Biomarkers; EHR Integration; Care Management; Documentation; Scribing
Tools	Linear; Cursor; Claude Code; v0; Deepgram; Vercel; Mixpanel; RudderStack; Datadog; Sentry; GitHub; Figma; Slack; Miro

## Education

University of San Francisco, Master's in Biotechnology

Cal Poly San Luis Obispo, Bachelor of Science in Biology