Sean C. Wagner

Healthcare Product Executive · Clinical Decision Support & Interoperability

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I lead a team of 15 at PEPID across **product, integrations and sales**. We license clinical data and APIs to institutions (B2B) and sell point-of-care apps directly to clinicians (B2C).

EXPERIENCE

PEPID — Phoenix, AZ

20,000+ active clinicians and 100+ institutions, including Pfizer, Amgen and Blue Cross and Blue Shield of Minnesota.

Vice President — 2023–Present

- Own product strategy, pricing and P&L. Led PEPID's work on the Pure Encapsulations Drug-Nutrient Interaction Checker (Nestlé Health Science), from license negotiation and data selection through integration.
- Guide enterprise customers from API scoping and contract negotiation through launch, renewal and expansion.
- Led a nationwide FHIR rollout that embedded clinical decision support (CDS) in EHR workflows. Oversaw 50+ active accounts across three integration products.
- Redesigned point-of-care search using AI and cut support hours by 68% with AI-assisted customer replies.
- Lead lifecycle marketing for 225K+ B2B and B2C contacts and track engagement, retention and sales in Metorik.

Director of Product Management — 2019–2023

- Set mobile and API roadmaps and prioritized the Agile backlog in monday.com. Shipped drug interaction monographs, daily dosing alerts and localized clinical content.
- Automated lead capture in WordPress and ActiveCampaign and ran campaigns for 75K+ active email subscribers.
- Directed PEPID's annual trade show program, including HIMSS, ACEP and ASHP. Led booth planning, freight, vendor selection, staffing and on-site demos, drawing on experience at 40+ healthcare shows.

Manager, Integration Solutions — 2018

- Led a three-person team integrating drug information into enterprise EHRs. Negotiated contract scope and tailored API responses, terminology mappings and flat-file feeds to each customer's workflow.

Software Engineer — 2016–2017

- Built clinical apps in C# and ASP.NET. Rolled out patient education across platforms and shipped voice-based drug reference tools on AWS for Amazon Alexa.

Software Development Intern Developed Windows Phone app components in C#. 2015

INDEPENDENT PRODUCT

Addison I develop this live SwiftUI iOS app so pet owners can check AI-extracted facts against veterinary records.

TECHNOLOGY

Integrations Epic, InterSystems TrakCare, MEDHOST, T System, ONCOassist (oncology), custom EMR via Sony Ericsson
Interoperability HL7 FHIR (multiple releases), SMART on FHIR, CDS Hooks, HL7 v2
Clinical terminology RxNorm, National Drug Code (NDC), Canadian DIN (CDIN), SNOMED CT, ICD-10
Commercial platforms Salesforce, Keap (Infusionsoft), HubSpot, ActiveCampaign, Metorik, monday.com, WordPress
Microsoft 365 Excel, PowerPoint, Word, Outlook, Teams, SharePoint, OneDrive
Development C#, ASP.NET, Python, SQL, JavaScript, SwiftUI, AWS

EDUCATION

M.S., Biomedical Informatics Arizona State University — 2018
Built a FHIR app and applied clinical NLP to EHR notes on a graduate team. Mayo Clinic research affiliate.

B.S., Bioinformatics and Computer Science Canisius College — 2016
Senior Excellence in Bioinformatics Award (one recipient annually) · Magna cum laude