

MATTHEW SKEFFINGTON, MBA

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AI Governance & Enterprise Transformation | P&L Management | Product Strategy | GTM Execution

COO | CPO | HEAD OF AI TRANSFORMATION & ENTERPRISE STRATEGY

Chief operator and AI product leader with 15+ years scaling Fortune 100 and startup ventures from ambiguity into governed, revenue-producing enterprises. MBA with full P&L and healthcare tech ownership, defining AI product requirements, agentic workflows, model evaluation, human-in-the-loop controls, and PHI-aware governance. Blend Amazon and Boeing leadership with startup execution to build board-ready financials, scalable operating models, and standard GTM systems. Architect regulated insurance structures, AI governance, healthcare data workflows, and revenue-cycle platforms. Scaled Extend to a \$1.6B valuation, founding six regulated subsidiaries with \$100M+ in retained risk.

AREAS OF EXPERTISE

0-to-1 Venture Building | HealthTech & FinTech Product Strategy | AI-Native Workflows & Automation | Agentic AI Product Development | Captive Insurance & Reinsurance | Data Governance & Analytics | Team Leadership & Mentoring | Compliance (HIPAA, SOX, GDPR) | Multi-Entity Corporate Structuring | Board & Stakeholder Engagement | Roadmaps

PROFESSIONAL EXPERIENCE

PRESIDENT & CHIEF OPERATING OFFICER

Jan 2026 - Present

Optimist Health, Inc. (Incubated Subsidiary of Pont, Pre-Seed Backed) - San Diego, CA

Oversee a healthcare technology venture from formation through early commercialization, holding president-level accountability for corporate direction, capital formation, product delivery, and AI governance. Directs corporate structuring, financial operations, and go-to-market execution as the company scales a direct-to-consumer care model. Lead a team of 5, scaling to 17 by 2027, with the annual budget on track to exceed \$100M that same year.

- **Multi-Year Operating Model:** Authored the 36-month operating plan, product strategy & roadmap for a healthcare venture scaling from 5 to 17 team members and toward a \$100M annual budget by aligning product delivery, financial controls, capital planning, and go-to-market execution.
- **Customer Discovery & Product Analytics:** Strengthened launch readiness for a 150-participant early-adopter pilot by using customer feedback, funnel analysis, and workflow-friction reviews to convert user behavior into prioritized user stories including impact, cost, time-to-market considerations, creating informed product decisions.
- **AI-Enabled Product Development:** Led development planning and implementation efforts for the operating layer for a direct-to-consumer healthcare platform by building direct relationships, contracting and integrating with external vendors including payment processor, EHR, labs and pharmacy, by establishing clear launch requirements and integrating AI automations into a scalable product roadmap from concept to first revenue in five months.
- **Strategic Executive Advising:** Guided CEO, investor, and advisor decision-making by translating product, capital, regulatory, and go-to-market tradeoffs into board-ready operating plans, investor materials, and execution priorities as Optimist Health advanced from concept to first revenue.

CHIEF OPERATING OFFICER & HEAD OF PRODUCT

Feb 2024 - Dec 2025

Pont, Inc. (Seed & Angel Backed) - San Diego, CA

Served as COO and Head of Product for a seed-stage venture, owning product development, operational strategy, and multi-entity business design. Scaled the company from proof of concept into a sustainable operating model while incubating a healthcare technology subsidiary through independence. Directed a four-person team on a \$1.5M operating budget at peak and continuing on in an advisory capacity today.

- **AI Product Development:** Defined the generative AI product requirements for RecoverEdge, partnering with ML engineers on dataset training, model evaluation, video generation, voice-to-text intake, and avatar workflows.
- **Product Portfolio Incubation:** Scaled seed-stage venture from proof of concept to a multi-entity operating model by owning product development, cross-functional stakeholder engagement and prioritization.
- **AI Healthcare Data Pipeline:** Built an AI-enabled healthcare data pipeline processing 100,000+ patient records using AI to partition, normalize, and clean clinical data for downstream pricing algorithms and decisioning.
- **Product Talent Development:** Expanded product leadership capacity by mentoring an engineering intern into a PM, building ownership across requirements, customer discovery, roadmap tradeoffs, and cross-functional delivery.

PRINCIPAL & SR. PRODUCT MANAGER - Warranty Contracts & Captive Management Sep 2020 - Feb 2024
Extend, Inc. - San Diego, CA

Quarterbacked underwriting, risk management, and regulated insurance infrastructure for a high-growth warranty platform. Founded and governed six regulated subsidiaries that supported the firm's scale to unicorn status and a \$1.6B valuation. Led a team of up to 12 across underwriting and subsidiary operations.

- **Product Leadership Benchmark:** Built actuarial and warranty-design leadership capacity, hiring the head actuary and head program manager for warranty design, supporting six regulated subsidiaries and \$100M+ in retained risk.
- **Metrics Operating Framework:** Developed clear visibility into profitability, loss ratios, retained risk, and capital requirements by building underwriting analytics that supported six regulated subsidiaries and \$100M+ in retained risk.
- **Data & Capital Allocation:** Reduced data processing time and operating cost by 60% within three months through streaming pipelines and shaped capital practices that avoided \$25M in locked regulatory capital.

SR. PRODUCT MANAGER - Prime Video Intl., Global Risk Management, Amazon Flex Jul 2016 - Sep 2020
Amazon, Inc. - Seattle, WA

Held three consecutive Senior PM roles building global insurance, payments, and global market-expansion infrastructure across millions of customers and independent contractors. Delivered systems that scaled across 220+ markets and multiple business units. Led cross-functional teams of 6 to 8 developers, with individual project budgets under \$1M per month.

- **Global Market Expansion:** Eliminated cross-border and FX fees for millions of users by expanding local-currency payments across 220+ markets.
- **Global Insurance Program:** Established Amazon's global corporate travel insurance program in 6 weeks by leading RFPs, policy design, and carrier negotiations.
- **Captive Insurance:** Projected \$18M in annual savings by redirecting \$100M+ in capital allocation through global insurers and Amazon's captive reinsurer while launching gig-economy insurance across Europe, Asia, and Australia.
- **Platform Architecture:** Cut onboarding friction 80%+ over five to six months by building a configurable regional insurance architecture and shipping onboarding features for 1M+ Delivery Partners across seven countries.

SR. TECHNICAL PROGRAM MANAGER & MANUFACTURING OPS ANALYST Sep 2010 - Jul 2016
The Boeing Company - Seattle, WA

Directed technical program management and operations analysis across major commercial aircraft programs. Resolved critical engineering, supplier, and production challenges impacting delivery schedules and cost performance.

- **Engineering Program Leadership:** Eliminated a 24-week manufacturing delay and reduced design defects in approximately six weeks by leading cross-functional engineering reviews.
- **Supplier & Vendor Management:** Avoided a work stoppage in approximately six weeks by resolving long-lead structural part estimates and sourcing local vendors, cutting lead time by 30 weeks.
- **Operational Efficiency:** Slashed backlog 90% and generated \$2M+ in program savings in under one month by rebalancing team structure and leveling requirement schedules for 787 preservation operations.

ADDITIONAL EXPERIENCE

Co-Founder & Chief of Operations, Active Logik - Seattle, WA (Jul 2014 - Feb 2016): Bootstrapped a startup that identified a \$20M annual opportunity to increase on-street parking revenue by improving utilization by 20% over a 18 month period for the City of Seattle, leading the DiscoverPark mobile app from concept through public-private partnership.

Air Traffic Control Specialist, Lockheed Martin - Fort Worth, TX (Jan 2006 - Apr 2010): Trained more than a dozen incoming air traffic control specialists and represented Lockheed Martin Flight Services at the EAA AirVenture Oshkosh Airshow, delivering FAA regulatory and airspace expertise to the aviation community.

EDUCATION

Master of Business Administration (MBA), Business Administration and Management - University of Washington
Bachelor of Science, Aeronautical Science - Embry-Riddle Aeronautical University (Cum Laude)

CERTIFICATIONS/LICENSURE

Generative AI for Product Managers, IBM | FAA Certified Flight Instructor |
Property & Casualty Insurance Producer License |

AFFILIATIONS

Member, Project Management Institute | Board Member, Elphie's Animal Alliance | Sigma Alpha Epsilon