KOFI BINEY

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Strategic business and technology leader with 7+ years in enterprise SaaS, healthcare technology, research, and program management. Leads enterprise engagements, cloud transformation, AI adoption, and cross-functional operations across multi-million portfolios. AI trainer, published researcher, and international conference presenter.

PROFESSIONAL EXPERIENCE

Norstella, New York, NY — July 2024 – Present

Sr. Client Partnerships Manager, *promoted from **Client Success Manager II** and **Sr. Client Engagement Manager***

- Oversee operational reporting and stakeholder coordination for 11 enterprise life sciences accounts worth approximately $13.8M, monitoring platform usage, data analytics, contracts, technical risks, and priorities.
- Grew an enterprise account from 1 to 4 sponsors and from 7 to 18 platform users through on-site presentations and enablement, contributing to signed contract growth from $300K to nearly $900K.
- Recommended an Ella AI use case outside a client's original RFP, structured the evaluation, and advised stakeholders, helping secure the product's inclusion in a signed $1.2M enterprise agreement.
- Created an enterprise cloud implementation framework adopted by colleagues, defining milestones, ownership, and risk categories; coordinated engineering, product, data, and client IT teams on dependencies, AWS S3 transfers, defect escalations, and fix validation.

Outlier AI, San Francisco, CA — September 2024 – June 2026

AI Trainer and Subject Matter Expert (Contractor)

- Developed domain-specific prompts and evaluation rubrics to assess LLM response accuracy, scientific reasoning, and adherence to task requirements.
- Evaluated and compared AI-generated responses through factuality assessments, preference ranking, and structured quality reviews spanning public health, scientific reasoning, and multimodal content interpretation.
- Supported AI model improvement initiatives involving reasoning-error identification, response refinement, and evaluation of multimodal outputs.

Datavant (formerly Aetion), New York, NY — February 2022 – July 2024

Senior Scientist (Project Lead), *promoted from **Scientist***

- Cut data assessment turnaround by an average of 2 weeks by standardizing intake criteria; evaluated $500K–$2M data acquisition decisions for quality, coverage, and fitness for purpose.
- Led 30+ healthcare data engagements, coordinating scope, schedules, budgets, vendor evaluations, cross-functional specialists, and recommendations to pharmaceutical and life science stakeholders.
- Evaluated 150+ healthcare datasets for research suitability, data quality, and population coverage; advised on potential multimillion-dollar licensing investments using SQL, R, SAS, and the Aetion Evidence Platform.
- Coordinated 5+ vendor-led and NLP-assisted clinical data abstraction, defining custom search criteria and extraction templates for research requirements.
- Created a data feasibility playbook adopted for onboarding and a centralized vendor knowledge base of data dictionaries, questionnaires, findings, and escalation guidance to standardize assessments.

Icahn School of Medicine at Mount Sinai, New York, NY — June 2021 – February 2022

Data Coordinator

- Ran recruitment, retention, and operations for oncology studies across 6 trial sites and 10 external partners; maintained Epic and REDCap records and validated datasets in Qualtrics, Excel, SAS, and R.

EDUCATION & TECHNICAL SKILLS

University at Buffalo, Buffalo, NY | Master of Public Health, Epidemiology & B.A, Biological Sciences

AI & Enterprise Tools: Copilot • AI Agents • NLP • Power Automate • M365 • Salesforce • Jira • Confluence
Data & Research Systems: SQL • R • SAS • Excel • Power BI • AWS S3 • Epic • REDCap • Qualtrics