

Ariana Aimani

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EXPERIENCE

Lead Product Manager, Identity Platform

Feb 2023 – Present

CLEAR · New York, NY

- Expanded CLEAR's enterprise footprint by securing partnerships with leading identity providers (Ping Identity, Okta, Microsoft Entra), positioning CLEAR as a default identity verification layer across major ecosystems
- Unlocked \$20M+ in annual revenue by leading IAL2/AAL2 certification end-to-end, making CLEAR one of only six companies globally to achieve both standards
- Built and scaled CLEAR's healthcare vertical (0→1) by defining product strategy and launching the Epic Systems identity suite (Account Creation, Recovery, Linking, Check-In), creating a repeatable model for nationwide expansion
- Reduced enterprise onboarding time from months to under one day by leading development of a self-service integration platform, eliminating reliance on sales and solutions engineering, and accelerating partner adoption
- Drove alignment across engineering, design, and go-to-market teams to prioritize roadmap, define success metrics, and deliver cohesive platform capabilities across multiple use cases

Senior Product Manager, Health & Wellness Identity

Nov 2020 – Feb 2023

(promoted from PM II · February 2022)

Walmart · Remote

- Launched Walmart's Digital Vaccine Record to 220M+ weekly customers, enabling return-to-work and venue access at the height of the pandemic
- Owned the Health & Wellness identity platform, spanning account creation, patient matching, and identity verification across Walmart Pharmacy and a growing national clinic network
- Scaled identity infrastructure at Fortune 1 scale, unifying patient and customer identity across digital and in-store experiences
- Partnered cross-functionally across product, engineering, and business teams to expand identity capabilities beyond healthcare into Walmart's broader omnichannel strategy

Product Manager, Platform & Patient Experience

Jul 2018 – Nov 2020

AbleTo · New York, NY

- Increased therapy enrollment by 13% and reduced no-show rates, improving patient access and platform unit economics
- Led 0→1 development of AbleTo's first patient acquisition product, creating a new growth channel for health plan partners

Product Manager

Oct 2017 – Jun 2018

DocPanel Technologies · New York, NY

- Redesigned the core B2C product, driving 5–10% month-over-month growth in patient conversions
- Improved physician-patient matching accuracy through an algorithm trained on 2,000+ radiology studies

Associate Product Manager

Jul 2016 – Nov 2017

CipherHealth · New York, NY

- Drove expansion into new healthcare verticals and led enterprise implementations across ACOs, home health agencies, and surgical centers.

VENTURES

Director of Strategic Partnerships

Present

Paramount Caviar (Family Business) · New York, NY

- Doubled e-commerce revenue over two years through brand repositioning, digital growth strategy, and direct-to-consumer expansion
- Led a high-profile collaboration with McDonald's, executing a luxury x mass-market partnership that drove significant brand awareness and audience growth

EDUCATION

Bachelor's Degree, Computer Science & Biology

McGill University