

ADIL SAGHIR

Looking for the next challenging opportunity

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New Delhi, India



EXPERIENCE

Founder & CEO

MedTravo

2014 - 2020

New Delhi, India

MedTravo is an online Global Medical Tourism marketplace that connects International Medical Travelers with the Right Healthcare providers & Doctors Globally.

- Started the venture as a Medical Tourism facilitator company by Facilitating customers from Middle East & African region.
- Involved in planning, direction, and coordination of day-to-day operations at the highest level of management with the help of other directors in the company.
- Leading strategic development initiatives with the Doctors, Healthcare Providers, Insurance companies, Governments, Ministry of Healthcare, Embassies etc
- Leadership while creating a positive and productive culture in the Organization
- Taken the platform to next level by launching an online platform and serving 4000+ customers from 10 countries partnering with 1000 Hospitals in India, UAE, Turkey and other South Asian countries with ARR of \$10M
- Established a team of 100 people covering every role in an early Stage Startup
- Kept the vision, mission and values of the organization by defining Organization's strategy, structure and long-term planning
- Develop a relationship with outside organizations, including the medical community, referring physicians, and the media
- Delivering strong financial performance and growth
- Responsible for leading investments in the company while having meetings with the Investors, VC firms, Family offices, HNI's to facilitate investments for scale and growth.

Co-founder & COO

Free Idiots

07/2016 – Dec 2019

New Delhi, India

Free Idiots is the most-advanced website for online career assessment, career guidance and career counselling in India, designed for school students and graduates. Free Idiots helps you discover your perfect career through its 5-dimensional career assessment, and revolutionary approach to career counselling and career guidance.

- Co-founded with a single vision to help young students (schools and Colleges) to find the right career choice in their life at the right time.
- Successfully conducted workshops and seminars at some of the top schools and colleges in India thereby impacting more than 1 Million students till now.

MOST PROUD OF

Courage I Had

To take a sinking ship and try to make it float

Persistence & Loyalty

I showed despite the hard moments and my willingness to stay with MedTravo and not giving up on my dreams to make the company valuable to different stakeholders

Top 100 Emerging startups from India

"MedTravo" One of the contenders of the INDIA NETWORK 100 Emerging Startups of 2017 awards which happened at STARTUP 2.0 CONCLAVE, A mega startup event in Indore, India



LANGUAGES

English

EDUCATION

Post- graduate in Entrepreneurship Management

XLRI, Jamshedpur, INDIA

2013 - 2014

GPA

4.85 / 6.00

B.Sc (H) in Biotechnology

St Joseph's College, Bangalore, INDIA

2008 - 2012

GPA

7.85 / 10

STRENGTHS

☐ Hard- working

Always believed in Hard work. Hard work beats talent when talent does not work hard.

☐ Persuasive, Motivator & Leader

Have a great leadership quality and can take the lead from front and execute the project.

☐ Business Strategy, Planning, User-experience, Product management & marketing, Customer acquisition

Have great strength in Strategy, product management, marketing

Jobs Performed

- o P & L Responsibility
- o Strategic Management
- o Operation Management
- o With displayed proficiency in driving business growth through innovative strategies, long term planning, Operational Objective a and business development initiative
- o Created new avenues for growth and development.
- o Successfully executed strategies that exceed profitability goal , turn around underperforming units, increase margins, ROI, Market penetration

PROJECTS

Prototype MedTourEasy MVP:

2015 - 2016

Bangalore, India

Short summary of your work

- ☐ Prototype the Medtoureasy MVP and Launched it for International Medical Travelers. Have partnered with more than 200 leading healthcare hospitals to bring them on the platform.

Cure Med Assist

2016

New Delhi, India

Short summary of your work

- ☐ Cure Med Assist - a medical tourism venture where i was involved in the project as an Executive Director to successfully launch an MVP for the company to target overseas patients with an amalgamation for wellness industry as well.
- ☐ Have partnered with more than 300 leading Hospitals and customer acquisition

Most of my time is spent in:

- Design Thinking in healthcare
- Brainstorming different ideas
- Understanding Innovation and Impact on a larger scale
- Meeting with highly successful and accomplished people in different domains (especially healthcare CEOs, MDs, Executives)

