

Dr. Firdosh Mahuvawalla

The doctor who builds businesses.

Vadodara & Dubai · India | GCC | International · hello@drfirdosh.com · linkedin.com/in/dr-firdosh-mahuvawalla-8a5285300

Executive summary

A physician-entrepreneur with over 30 years building, scaling, and turning around organisations across water technology, international trade, healthcare, and regenerative medicine. A Gold-Medal homoeopathic degree, government-funded research credentials, and hands-on C-suite leadership combine into a rare pairing of scientific rigour and operational business acumen.

As a consultant, he works across diverse sectors to diagnose inefficiencies, design strategic roadmaps, implement AI-assisted management systems, and drive measurable performance improvement, integrating international-trade expertise, healthcare-sector knowledge, and deep operating experience for businesses navigating complex growth and transformation.

30+

Years building businesses

20+

Ventures across sectors

\$500M+

Revenue led

7 yrs

CEO, listed co. trade division

Gold

Medallist · Gujarat, 1995

Core competencies

Strategic management

- Business model design
- Operational restructuring
- AI-integrated management
- Performance optimisation
- Organisational efficiency

International business

- Import & export management
- Commodity trading
- GCC & Africa market entry
- Trade finance
- Cross-border development

Sector expertise

- Water technology & treatment
- Healthcare & biotechnology
- Waste management / ETP-STP
- FMCG & distribution
- Real estate & asset finance

Professional experience

Founder & Managing Director · Water Technology Business

1997 – 2008 · Gujarat, India · Domestic & international markets

- Built a water-technology enterprise from inception, manufacturing water filters and treatment plants for domestic and international markets.
- Established the region's largest packaged-drinking-water manufacturing unit, capturing significant regional market share.
- Secured a prestigious national franchise, cementing brand authority in the packaged-water segment.
- Led applied research in waste management, including design and implementation of industrial ETP and STP systems.

Chief Executive Officer · Import & Export Division, Listed Company

2008 – 2015 · India · International commodities trade

- Held full P&L responsibility for the Impex division of a publicly listed company over a seven-year tenure.
- Directed iron-ore exports and managed imports of plastics, coal, and metal scrap across complex logistics and regulatory environments.
- Built and managed relationships with international buyers, suppliers, and banking institutions across multiple geographies.
- Deepened expertise in trade-finance structures, shipping documentation, customs compliance, and contract management.

Director · Stem Cell Research & Cord Blood Banking

2016 – Present · India · Healthcare & regenerative medicine

- Co-founded and directed a stem-cell research venture spanning private and public cord-blood banking verticals.
- Led initiatives to make umbilical cord-blood units more accessible and affordable through scaled public-banking models.
- Conducted government-funded research (SIBRI / DBT / BIRAC) on biological and synthetic scaffolds seeded with mesenchymal stem cells, with pre-clinical safety and efficacy validation.

Principal Consultant · Business Advisory Practice

Ongoing · India & GCC · Multi-sector

- Established an independent advisory practice working with senior leadership across manufacturing, trading, healthcare, and consumer goods.
- Designs and implements bespoke management programmes focused on operational efficiency, resource optimisation, and process streamlining.
- Integrates AI-driven tools into management practice, enabling data-led decision-making; guides GCC and African market-entry strategy.
- Provides trade-finance advisory, including LRD loan structuring, pledge finance, and cross-border commodity financing.

Qualifications & research

- **Academic:** Doctor of Homoeopathic Medicine (BHMS); Gold Medallist, Gujarat State, 1995.
- **Research:** Government-funded research on biological and synthetic scaffolds with mesenchymal stem cells. Funded by SIBRI · Department of Biotechnology (DBT) · BIRAC. Pre-clinical safety and efficacy studies.
- **Professional:** Business management; 25+ years of applied expertise across manufacturing, trading, healthcare, and advisory services.

Why engage

- A rare blend of scientific credentials (Gold Medal, government-funded researcher) and frontline business leadership (CEO of a listed company's division).
- Sector-agnostic consulting built across water technology, commodities, healthcare, and consumer distribution, delivering cross-industry insight.
- A proven track record of building businesses from zero, and deep expertise in India–GCC–Africa trade corridors with active on-ground networks.
- A hands-on, client-embedded, AI-integrated approach focused on implementation and measurable outcomes, not just recommendations.

Consulting engagement areas

Business transformation & turnaround

Diagnosing systemic inefficiencies, redesigning operations, and building the management infrastructure for sustainable growth.

Market entry · GCC & Africa

Strategy, distribution, regulatory navigation, and in-market network activation for expansion into the Gulf and Sub-Saharan Africa.

Trade finance & international trade advisory

Structuring import-export financing, LRD and pledge-backed credit facilities, and commodity-trade documentation.

Healthcare & biotech business development

Advising on partnerships, regulatory pathways, and scaling across Indian and GCC markets.

“Building businesses that work: systematically, sustainably, and with purpose.”

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