

DR. NABEEL ALSAADI (B.A., D.C. M.A.O.)
Mobile: 07872553161
Email: nalsaadi@me.com
LinkedIn: <https://www.linkedin.com/in/dralsaadi/>

SUMMARY

Passionate and proven leader with 18+ years of experience across a broad range of disciplines including Healthcare, Information Technology, eBusiness, consulting, and strategic business management

EXPERIENCE

Nova Health Group,
Stevenage, Hertfordshire, UK Managing Director 03/2010 – Present

- Nova Clinic Solutions – Consultant – 03/2010 - Present
 - Provides bespoke consultancy services to start-up and growing healthcare businesses.
 - Guest Lecturer / Speaker at UK and Europe's leading Healthcare Education institutions covering topics encompassing the Business of Healthcare
 - Subjects covered included but not limited to – Starting and operating a successful practice, Health Information Technology, Finance and Accounting, Branding and Marketing, and Digital Media.
 - Audiences catered to include Aesthetic Medicine Doctors / Specialists and Physical Medicine Specialists (Chiropractors, Osteopaths and Physiotherapists).
 - Institutions included Barcelona College of Chiropractic, The Surrey Institute of Osteopathic Medicine, Barts and The London School of Medicine and Dentistry, Manchester Metropolitan University School of Physiotherapy, and more.
- Nova Spine & Wellness - Practice Director – 03/2010 – 11/2017
A partnership of Doctors & Spine & Wellness Specialists that provide overall wellness encompassing osteomyology, corrective spinal care and physical rehabilitation solutions to target patients' individual needs.
 - Purchased an underperforming existing practice, rebranded, increased patient visits from an average of 30 to 100 patient visits per week and sold the practice with a *233% realised gain*.
 - Increased community outreach, established relationships with local hospital and GP practices, as well as local small businesses and large corporations such as MBDA.
 - Developed and implemented practice and business procedures based on scientific guidelines and the latest healthcare practice management principles.
- Nova Skin Clinic – Managing Director – 09/2015 – 11/2017
A partnership of Doctors and Aesthetic Skin Specialists that provide a variety of state of the art non-surgical treatments.
 - Expanded the Nova Heath Group brand and service offerings with the addition of the Nova Skin Clinic.
 - Developed a respected and trusted brand within the practice and community.

**Back to Health Chiropractic Clinics,
Guildford, Surrey, UK Osteomyologist 09/2009 – 06/2010**

- Provided corrective spinal care and physical rehabilitation solutions targeting patients' individual needs.
- Expanded patient database through community outreach, patient education initiatives, and relationship development, from zero to 70 patient visits per week in just 2 months, which was a Back to Health Company Record.

**American Heart Association
Dallas, TX, USA Manager, Health IT Strategy 05/2006 – 08/2009**

- Led the AHA's Get With The GuidelinesSM Patient Management ToolTM. The leading hospital-based quality improvement program's online, interactive assessment and reporting system that empowers healthcare provider teams to consistently treat heart and stroke patients according to the most up-to-date scientific guidelines
- Established and led development process, tool features and future tool roadmaps
- Oversaw tool budget consisting of cost benefit analysis and yearly projections
- Managed vendor contract negotiation, execution, and vendor customer service
- Facilitated Science volunteers input and decision making process and overall periodic tool content updates synchronising with AHA guidelines and scientific statements
- Led the development of data integration models with Electronic Medical Record companies
- Established a new co-branding revenue generating business model focused on cardiac health information
- Managed efforts and communication of Technology Working Group which is responsible for developing strategy, positioning, opportunities and recommendations for the American Heart Association in the category of e-health and Health IT
- Determined and facilitated the development of an electronic interface that enhanced communication between internal and external stake holders
- Developed internal education campaign that focused on Healthcare Technology trends, innovations, and policies

**NJA Consulting
Irving, TX, USA Owner/Principle 05/2003 – 04/2006**

- Provided consulting services for Wellness, Chiropractic and Dental clinics
- Developed business strategy/plans, operations systems and enhanced overall practice management protocols
- Developed and implemented marketing strategy to facilitate increased patient flow and retention
- Developed online strategy and established web presence

**Sapient
Dallas, TX, USA Associate/Program Management 10/2000 – 07/2002**

- Led the global (India & US) testing team, on a 24-hour work schedule, in executing the testing artifacts whilst meeting a deadline that was shortened by 25%
- Built an internal communication strategy to facilitate global project communication leading to a noticeable increase in operational efficiency
- Implemented Program Management Office strategies that allowed the project to identify bottlenecks, critical paths, and provided real time status reporting
- Created processes to structure the existing project and eliminate project disorder, leading to increased team productivity, efficient mitigation of

issues/risks/assumptions/dependencies, a clear organisational structure, and a clear understanding of the overall vision of the program

- Designed and developed the screen layouts and site map for a national healthcare company's complex sixty-screen B2B web tool, on a tight schedule, which were on the critical path for the development phase
- Completed the design, development, and back-end integration of an International Houston, TX based energy company's complex sixty-screen internal web tool 35% faster than planned while exceeding client expectations
- Trained the client support team on the design, implementation, and maintenance of their web tool within two weeks

HannaHodge

Chicago, IL, USA Developer/Assoc. Business Development 02/2000 – 10/2000

- Increased the client base by 33% whilst working on the business development team thereby increasing overall profitability by 25%
- Generated sales leads whilst creating new business relationships, giving the sales team increased opportunities to provide services
- Researched and analysed wireless internet technologies to provide the client with wireless infrastructure and applications thereby helping the client increase productivity
- Created a web-based workflow and financial tracking application for a national financial company's sales team enabling them to track their financials in real time over Internet devices

North Central Texas Council of Governments

Arlington, TX, USA

Technology Intern

06/1999 – 12/1999

- Designed, developed and led the integration of a new Intranet site that improved communication throughout the transportation department, allowing for project and file sharing and telecommuting capabilities
- Completed statistical-data analysis for the DFW 2020 transportation-economic planning
- Data - Geographical Information Systems (GIS) development. Self-trained in GIS. Results were also utilised for the DFW 2020 transportation-economic planning

EDUCATION

Parker University, College of Chiropractic Doctor of Chiropractic 2006

- Student leader serving as class student body representative

University of Texas, Arlington BA, Interdisciplinary Studies 1999

- Focus: Information Technology, Computer Science, Organisational Communication and Business Management
- Student leader serving as President and Vice-President of multiple university organisations

Professional references are available upon request