

DNA of an Entrepreneur

What makes the entrepreneur tick?

Interpersonal Relationship

Entrepreneurs are not concerned with people's feelings. They will sever relationships that could hinder the progress of their business.

Sharad Parajuli



© the boss photo: Neel Adhesh Dangi

For the people By the people

Sharad Parajuli, coordinator of Himalayan Health Care, has been working for the social benefit of the community for the past 12 years. After completing his O-Levels from the British Council, Parajuli joined the Armed Forces Medical College in Pune, India, to be a doctor. Unfortunately, he was unable to complete his education. On returning to Nepal he partnered with his brother-in-law to start a trekking business. On treks he would carry a first-aid kit and never failed to provide medical assistance when necessary. "The condition of the villagers was worse in those days," he recalls. On seeing his commitment, two of his clients decided to team with him to help to improve the health conditions of the villagers. At the time, there were no provisions for medical aid in many places. "Initially we met with some resistance. But with each patient that we examined, the villagers' confidence in us grew. And thus began Himalayan Health Care."

Established in 1992, Himalayan Health Care has also been providing income-generating schemes in the villages and helps in the promotion of activities that will supplement and improve the economic welfare of the country. The firm encourages local participation and involvement in all of its programs, to ensure sustainability. "We carry out income generation schemes that enhance individual entrepreneurial initiative and community responsibility," says Parajuli.

Initially, Parajuli brought together foreign doctors who came as trekkers with Nepali health workers and community leaders. This encouraged a sharing of experiences, while the doctors gained exposure to the health challenges faced in the developing countries. Over 3,000 people have already benefited from this health campaign.

Apart from this, Himalayan Health Care has been involved in various projects ranging from vocational skill development training for the manufacture of khukuris and angora wool, adult literacy classes and the current community hospital in Ilam. The hospital was established with the generous contribution of Rs 100 per local person, and the international community donated \$2.3 million. The hospital addresses the medical needs of the residents of Ilam. "I took the representation of the whole population during the inaugural ceremony of the hospital to show them that the hospital was theirs," he says adding, "This hospital is not here to defeat the district hospital." Parajuli believes that strength lies in the people; the people of Ilam themselves are able to sustain the hospital. "In the coming years we will hand over this hospital to the community," Parajuli says. "This is something that we are doing for the people and by the people." Other plans include the promotion of tea and bamboo plantations in Ilam as financial back up for the hospital.