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NEWSLETTER · IN CONVERSATION WITH ALAN SALTER

From the Navy to the boardroom

Alan Salter — US Navy veteran, management consultant and nonprofit leader — on the discipline that transfers from service to strategy, and providing fractional expertise to organisations that can't otherwise afford it.

Alan Salter's career runs from military service to international business and healthcare leadership. A proud US Navy veteran — an 'Army brat who joined the Navy', as he tells it — he moved into the private sector to found the management consultancy Caravel International Partners, and serves as president of Nonprofit Resource Partners, which supplies fractional staffing to organisations on a not-for-profit basis.



The Navy taught me discipline and resilience. Everything since has drawn on both.

— Alan Salter, on Pharma Prescribed

What service transfers

Alan is clear-eyed about what military service actually leaves you with: not swagger, but discipline, resilience and a genuinely global perspective. Those

are governance qualities as much as leadership ones, and they shape how he approaches the boardrooms and ventures he now steers.

Expertise, made affordable

The idea behind Nonprofit Resource Partners is quietly clever: provide senior, fractional expertise to organisations that need it but can't justify a full-time hire, on a not-for-profit footing. It widens who gets access to good strategy — a democratising instinct that maps neatly onto healthcare's own access debates.

Service and strategy

What ties it together is a blend the industry doesn't see often enough: the grounded, mission-first ethos of service alongside the sharper edges of entrepreneurial strategy. Alan brings both to conversations about how pharmacy and healthcare delivery are evolving.



Listen to the full episode

Alan Salter on Pharma Prescribed — at pharmaprescribed.com and wherever you get your podcasts.

Alan Salter is a US Navy veteran, founder of Caravel International Partners and president of Nonprofit Resource Partners.