

Saahil Goel, MD and CEO, Shiprocket



Saahil Goel is the MD and CEO of Shiprocket, India's leading eCommerce enablement platform. An inquisitive businessman, an experienced coder, and an adventure enthusiast, Saahil envisioned empowering sellers with a one-stop eCommerce solution platform. This vision was at the heart of Shiprocket's journey to becoming a unicorn in just 5 years. Despite wearing many hats, Saahil is known as a growth hacker because of his enthusiasm for products and technology, enabling micro-entrepreneurship for Bharat. His chief responsibilities include challenging anything that impacts the business, breaking existing barriers, and practising and creating novel solutions from scratch. Along with the overall management of the company, he actively heads product strategy, user experience, and growth initiatives.

As the Indian Government plots the nation's economic trajectory towards global leadership in the next 25 years (India@100), Saahil believes that eCommerce has the ability to unleash growth for the economy. In line with this, Saahil envisions Shiprocket playing a crucial role in this hyper-growth by bringing together trade, e-commerce & entrepreneurship. Through Shiprocket, Saahil aims to build delightful eCommerce experiences for merchants and consumers alike by using data, AI and automation. Under his leadership, the company has evolved from being just a shipping partner to being an end-to-end e-commerce enablement platform for Indian merchants.

An MBA and MS from the University of Pittsburgh (USA), Saahil started his career as a Business Analyst at Max Life Insurance. Before conceptualizing Shiprocket, Saahil was working as a Technology and Process Consultant for SDLC Partners (with Highmark Blue Cross Blue Shield). He was also a part of the founder's teams of Kasper Consulting. Saahil has interned with Bayer and Wal-Mart Stores Inc. while pursuing his MBA in the USA.

An avid fan of the 'internet', Saahil has a knack for coding and has built several websites since his school days. Saahil also has a keen interest in developing technology and product architecture for scale, using data and AI to solve complex problems, and using intelligent automation to produce operational excellence in the products he builds.

A musician by heart, Saahil loves to play the guitar and has been a part of music bands since his school & college days. He loves to travel and has his occasional adventures by following his passion for trekking. He spends most of his non-working hours with his family.

About Shiprocket:

Shiprocket is India's largest eCommerce enablement platform on a mission to empower the businesses of Bharat to scale their ventures by unleashing the true power of eCommerce. The platform helps the sellers at every step of their eCommerce journey, creating an operating system for direct commerce. Their stack of tech integrations enables shipping, fulfilment, customer communication and marketing tools as well as providers for SMEs, D2C retailers, and social commerce retailers in India.

Launched in 2017, Shiprocket is on a mission to create a seamless logistics data platform that connects retailers, carriers, and consumers across national and international locations. Shiprocket provides a technology stack to help retailers integrate their shopping websites on Shopify, Magento, WooCommerce, Zoho, and others with the platform's multi-carrier API to manage orders, prints, and shipping labels. It also avails tracking information from multiple providers including managing Cash on Delivery (COD) orders and payment reconciliation. Shiprocket also offers state-of-the-art fulfilment solutions with more than 45 warehouses located across India. The technology stack provides a robust post-purchase experience to consumers resulting in higher engagement and lower RTO (failed deliveries). With 25+ courier partners on board, the brand permits pan-India as well as international shipping deliveries. Its shipping solutions are available across 24,000+ pin codes within India and 220 countries and territories worldwide.