BEYONDBOARDROOMS

Not too much irons in fire

**Suhail Ameer Mannapatt, Executive Director, Agnice International** attributes his success to focused approach and unflinching commitment to professionalism, a legacy he inherited from his father, writes Muhammed Nafie

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t requires a lot of perseverance and a more focused approach to excel in an area which has nothing to do with what you have studied and got trained in at college. Needless to say it will be more challenging if the new pastures are a least charted territory and you do not have more predecessors to guide you. That was exactly the story of Suhail Ameer Manappatt, executive director of Agnice Fire Protection Limited (Agnice International in Oman), who proved his mettle by leading Agnice and spearheading its development as a preeminent fire engineering company both in India and the Middle East within a short span of time.   
  
Manappatt was brought up in Oman and did his entire schooling in Indian School Ghubra before moving to Chennai to do his engineering degree in Electronics and Communication. It was towards the end of the course that his father took over Agnice Fire Protection in Chennai ushering in a new chapter in Suhail’s life. After completing his graduation, Suhail started his career in Chennai at Agnice where he was undergone thorough training on the technical aspects of the business.   
“My father took over   
Agnice in 2002 and I joined the company in 2005,” says Manappatt. “I was there for   
five years. Initially, I concentrated very well. It took about one year for me to pick up and get acquainted with the new field.”  
  
He describes how his dedication and focused approach paid dividends in the end: “My father gave me a target to improve the business. Since it was a niche field, we did not have enough trained and experienced professionals. We trained fresh graduates by giving them more money as stipend than offered by other companies.”

Varied influences  
Today Agnice is one of the leading fire engineering companies in India with a pan-Indian presence and offices in Mumbai, Kolkata, Delhi, Bengalure d and Hyderabad. After establishing itself in India, Agnice moved to Oman. Meanwhile, Manappatt did his MBA in entrepreneurship from Nottingham University in UK to equip himself before the company forays into the Middle East market. The company started its operation in Oman with a big project-an oil storage facility inside Port Sohar which has now reached the final stage. He attributes his success to unflinching commitment to professionalism and participative management style, a legacy he inherited from his father.   
  
Manappatt considers his father Ameer Ahamed, chairman and managing director of Manappat Group of Companies, as a role model. “My father served as a great source of inspiration and guidance from my childhood days. He always advised me not to give priority to reputation instead of money. He used to tell me that money would automatically come if you try to build your reputation,” he says. Manappatt was also stimulated by his maternal uncle, Mohammed Ali, Managing Director, Galfar, who achieved bigger things in his life. He thinks young entrepreneurs need to study and emulate the life of Mohammed Ali.