

BK Mishra: The person who spread his fragrance of management skills and became a Global Industry Expert

Limit is always a state of mind. There is no horizontal line in business, only a vertical line, either you go up or down. BK Mishra, The Global Industry Expert in the pipe industry covering OCTG, Line Pipe for Oil & Gas both Seamless and Welded with over 30 years of experience.

We would like you to address everything you have in your mind because right now all we need is a knowledge exchange and you are the epitome of knowledge. We would like to hear your kind suggestions about the young generation and their perspective towards life?

BK- Talking about his passion he says, more than being a business person I love to encourage people. Be it a specific company, business, or wherever I am invited to speak I always tell people to remember few things. Firstly, there is no substitute for knowledge. Studying management may be theoretical to you now. All skills will be of your use when you enter your professional field. Every baby step you are taking will be put to real use while stepping into the professional world.

The second thing I always say is that, upgrade yourself with time. You always need to be as much updated as you can. Do your spot analysis, individually all the time. It is always advisable to use your weakness for strength. That will help you figure out what points you want to enhance.

Thirdly, It's very easy for you to get distracted or demotivated but this is the time when you need to continue to pursue your dreams. Always dream big and never give up on your dreams. When you are rising, stepping on somebody and rising won't let you attain success at any cost. It is always a team that will take you up the ladder.

The most important thing I always emphasize is integrity. Integrity to your country, integrity to people around you, integrity to society, integrity to your customer. If the customer doesn't trust you, you will not stand in the market for long.

Remember few things...no substitute for knowledge, upgrade yourself every time, and teamwork.

what are the top three skills required to become a successful entrepreneur?

BK- Dare to dream, dream big, and never stop dreaming.

Reading your profile, described how you completed your formal education, but then there was a phase where you completed almost 20 exams in 15 days. How you managed everything your timings and challenges?

BK- I had worked in different industries. I switched from science to commerce during my college. Due to some real problems, I got fewer marks at my graduation. So I went to Delhi and did my RCWA. He then described a famous dialogue of film om Shanti om. "Kehte hain agar kisi cheez ko dil se chaho ... to poori kainath use tumse milane ki koshish mein lag jaati hai". In the history of Odisha, in 1983 the government decided to introduce an improved system. That improved my career as well.

What was the most difficult time you faced professionally?

BK- I always have a practice of erasing bad memories. If you keep on peeping into the past, it will keep on being a hindrance to your future. Past should be your reference. Pick the key points and forget about them. He tells about one of his failures. It was their first contract from a nearby country. Somehow that contract was canceled by their authority based upon a piece of false information given to them. Then I for 45 days straight used to travel that country sit there for hours. Discuss with them my strategy. From there a new journey started. The largest oil and gas manufacturing country. We started a small plant with 35000 tonnes to 2.6 million tonnes.

Past should be your reference...pick
points to remember and forget about it!

why angel investors don't invest without taking equity shares?

BK- Angel investors are the investors to your dream. You don't have a track record, you have an idea, the idea is not yet implemented, somebody is trusting your ability to work on that idea and it can become a successful business idea. Now if they don't take equity state and keep on investing money in you. Business isn't charity. Charity is a subset of business. The angel investors' only desire is to make you successful and till then they invest money.

what do you think is the reason for your success?

BK- The people I worked with, the stakeholders I worked with are the sole reason for my success. My simple mantra is that let my people spoil their hands in new works. All good works you make are yours and all mistakes are mine.

All new work my people do.... success will be on their part and mistakes will be mine.

There are times even if you are successful there are many challenges to which people are stuck. How to deal with it?

BK- I am fairly an extravagant person as an individual. As one of my close friends is now an advisor to me. He keeps telling me that we will allow the project to earn money. But we will not allow the project to spent money. Now, why am I saying this is, when it comes to my business every single penny that we spent will have to be deeply analyzed. whether this penny will be worth spending or not. Shooting from the hips in management is not advisable at all.

How do you manage to reach the position that you are in right now through a place which is considered, backward?

BK- well the position was never my dream the success of the organization was my dream. The position came by itself. "If you have a small flower and you have a nice fragrance. The fragrance spreads. And the person who is in the essence of business, can smell the fragrance is useful or not.

Well recognized value creator and CEO, BK Mishra is such an epitome of knowledge with an essence of management skills and great determination.