



## Sanjay Agarwal: Redefining India's Infrastructure Landscape With Cutting-Edge Technology & Sustainable Practices



### Sanjay Agarwal

#### Director & COO

In recent years, there has been a substantial transformation in the infrastructure of India. The government's dedicated attention to infrastructure development has played a crucial role in advancing the sector. Several initiatives and investments have been made to enhance the country's infrastructure. The government's emphasis on infrastructure development and various initiatives targeting different aspects of it have produced tangible outcomes. These advancements have generated fresh business opportunities, improved connectivity, and raised the standard of living for citizens. A well-known leader in the Indian infrastructure sector who has been active in the Indian infrastructure sector for the past three decades, is Sanjay Agarwal. Sanjay Agarwal is a distinguished name in the Indian Infrastructure sector, with a career spanning over three decades. As the Director and COO of IJM India Infrastructure, Sanjay has played a pivotal role in establishing the company as one of the most trusted and respected players in the field. Below is an excerpt of Sanjay Agarwal's exclusive interaction with CEO Insights ASIA magazine.

#### How has your professional journey been so far? What is the motivation that fuels your daily routines?

My career spanning over three decades has been a journey of remarkable achievements and numerous contributions to the infrastructure industry. Having begun as an Assistant Project Manager at IRCON, I was fortunate to work on some of the most significant infrastructure projects within and outside the subcontinent. From Asia's largest Rail Coach Factory in Kapurthala to the development of urban elevated roads & flyovers in Jakarta, my contributions have been varied and diverse. My professional journey also includes spearheading iconic projects in India, including the first BOT highway project under the N-S corridor in the state of Andhra Pradesh, and the first city project in Nagpur.

***"It is vital to never be afraid of failure & instead, have the courage to start again, as this belief will make your desire to succeed even stronger"***

My passion for the industry led me to establish Team Universal Infratech, which has gone on to become a leading company in the construction industry. Over the past 15 years, TUIPL has delivered numerous infrastructure projects worth over Rs. 2800 crore, employing more than 300 dedicated employees. In 2019, IJM Corporation acquired TUIPL, and I was appointed COO of IJM's construction operations in India. In just a year, I was appointed as the whole-time director. My contributions to the industry were recognized in 2014 when I was awarded an honorary doctorate of philosophy in Construction Science by the Italian University 'Popolare Degli Studi Di Milano'. My professional journey has been one of dedication, commitment, and excellence.

#### You possess about three decades of experience. How was your path to success and what is your success mantra?

I firmly stand by my belief that ethics and hard work are the pillars of success. During my career, I have had the privilege of working with Infrastructure legends from different parts of the world and have imbibed the lesson that leadership is all about inspiring and collaborating with others. I live by the maxim that failures are a stepping stone to success. It is vital to never be afraid of failure and instead, have the courage to start again, as this belief will make your desire to succeed even stronger.

#### How would you define IJM India Infrastructure as an organization and its current position in the market? What is the unique proposition that your organization offers to clients?

IJM is a renowned name in the Indian infrastructure industry, well-known for its commitment to quality, professional conduct, and timely delivery. As a major player in the PPP model of highway construction, IJM has been a pioneer in India, entering into model concession agreements for building 150 km of four-lane highway in Andhra Pradesh - the first major project on BoT in Indian history. With 25 years of presence in India, IJM has contributed immensely to EPC and BoT development of highways, power plants, mega buildings, ports, and property development. Its successful implementation strategy has inspired many companies to follow in its footsteps, making IJM a benchmark for quality and excellence in the industry.

#### Considering your strong experience within the industry, what advice would you give to budding industry leaders?

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Effective leadership requires clear communication of objectives aligned with the company's vision and values. It entails loyalty to the organization and transparent use of power, problem-solving, delegation, empathy, and self-awareness. Critical factors such as values, opportunities, and capability must be managed in a way that aligns with the company's vision. The main essence of successful future leaders is integrity, ownership, and ethics. These qualities will help leaders inspire others, achieve desired goals, and create a successful and sustainable future for their organization.

**Sanjay Agarwal, Director & COO, IJM India Infrastructure**

Sanjay is a seasoned professional with over three decades of experience in the Indian infrastructure industry. He completed his Bachelor's degree in Civil Engineering from the prestigious Manipal Institute of Technology. Throughout his career, he has held various leadership roles in prominent infrastructure companies and has been instrumental in implementing large-scale infrastructure projects across the country. Currently, he serves as the Director and Chief Operating Officer at IJM India Infrastructure.

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