



**SANJAY AGARWAL**

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## DRIVING Purpose-Driven Infrastructure

I belong to family of Engineers, grew up seeing mega projects like bridges, tunnels, railways, etc Engineering fascinated & inspired me thus after graduation (1986)I was so thrilled with my first job opportunity in an Indian Railway Construction company as an assistant manager that I passed on the opportunity of doing Master's from South Dakota University (US) & started working at age of 22 on Mega projects like Kapurthala Coach Factory (Punjab), a major rail bridge over the river in Tatanagar, road & elevated flyover in Jakarta etc (till 1994). I had opportunity to get trained & mentioned by Industry experts on the way my journey to IJM in 1994 to till date as an Advisor & Director.

## ADOPTING Sustainable Practices

Every day we make choices in our lives that affect the environment, the climate and other species. We believe in sustainability & we do lot in

order to reduce our environmental footprint by exploring & consuming waste such as fly ash for earth fills, fly ash bricks, using bio fuel, making sure when we buy new P&M they provide environmental benefits in terms of emissions, being water wise etc.

## INNOVATION at Fore

Post covid19 pandemic which thrown up new challenges that was never faced before, making us learn new things, the primary challenges as an contractor are uncertainty such as financial, economic, social, and psychological impact, apart from disruptions in the supply chain and lack of migrant workers. Our goals in foreseeable term were making the supply chain more regional & putting back the human asset as the most important factor for an agile business to succeed, we focus on online channels for monitoring employees' well-being, securing critical materials & long lead items, managing scarce resources more accurately this helps us accelerate the pace & optimize cashflows.

## Notable **ACHIEVEMENTS**

One of the biggest milestones in my life is venturing & building a successful enterprise from the ground up with all the experience I have received over the years; not only that but also collaborating with IJM to scale up the business was one of the wisest decisions. By going forth with the decision, I obtained a lead position that fulfilled my professional & materialistic dreams with full integrity and dedication since the start. Now after superannuation from IJM I have been retained as Mentor - Director & Advisor, I am delivering expectations through SA ASSOCIATES since April 2024.

## LEADERSHIP Roadmap

**Leadership is about collaboration & inspiring others, I aim to collaborate with team members by delegating tasks, leading by example, and making sure they know we care. I profess to be focused on Direction-Vision-Support which are main traits of leadership, an true believer in : "Failures are stepping stone to success: it is said that who never tried any thing has never failed, so never be afraid to fail but have courage to start again believing in this process helps your desire to succeed stronger then before.**

## NAVIGATING CHALLENGES in India's Infra Realm

**Look after values of your existing customers, improve service levels by being more responsive, since competition is fierce specially in infrastructure business thus high quality & timely delivery within stipulated cost is best ways to defend the market position which gives strength to build competitive advantage. In short knowing competition, knowledge of customers expectations providing value proposition to make customer come to us then to rival. The other view which helps to keep pace with development in sector & investment in new technology & upgrade human resource.**

## FUTURE Outlook

India is on accelerated Growth path & aspire to be second most strong economy on the Globe over the next decades then Building sustainable infrastructure is the only answer; to explore the bio diversity of our country we need fast movement of goods not only Pan India for domestic consumptions but for Exports Exit points thus expressways, fast trains, ports, are inevitable which will spurt growth in terms of industrial corridors, townships & allied infra etc Most important it will help to keep the regional demography engaged & bring prosperity & change overall economic composition of the country.

## Message from Top **LEADERSHIP**

'Ethics is paramount & essence of success' for a good leader. Future aspirant should able to fill in the leadership gaps, fix big issues, and execute core strategy. Most importantly Leaders needs to be an effective communicator & collaborator & quick decision-maker as waiting for decisions to be made can seriously delay projects.