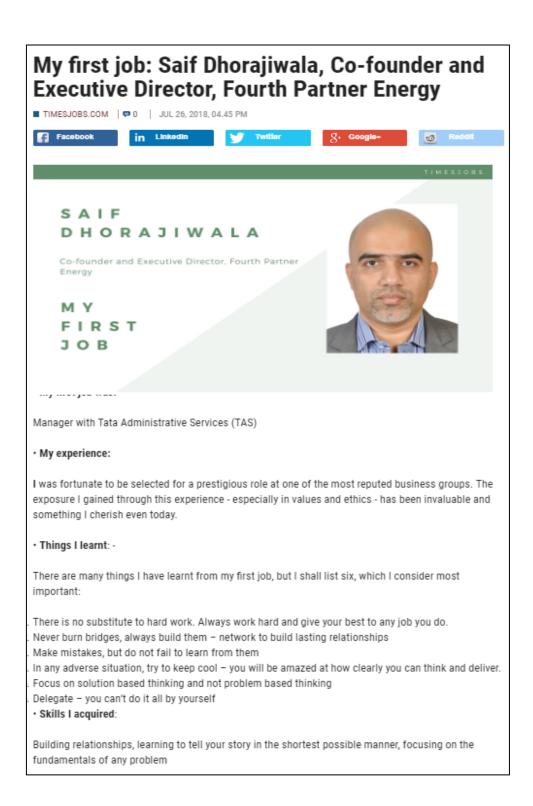
# MY FIRST JOB: SAIF DHORAJIWALA, CO-FOUNDER AND EXECUTIVE DIRECTOR, FOURTH PARTNER ENERGY

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## · My manager's teaching:

Always be open to feedback (positive or negative) – it keeps the channel of communication open and constructive.

### · My journey so far:

I have worked in diverse sectors and under various capacities. Starting with managing the international supply chain and sales of automobiles for a large conglomerate, to being a private equity professional and finally settling down with my own venture – Fourth Partner Energy, in the area of renewable energy. I have met some amazing people along the way and forged some great relationships, which I can still call on even today.

# · Turning point in my career:

My association with private equity opened my eyes to the world of possibilities. It was the first time I experienced entrepreneurship so closely albeit from the other side of the table, but I instinctively knew that, that is what I eventually wanted to do.

### · My most crucial step/assignment:

From my first day at work, I was entrusted with an area, which required changing mind-sets of people who had been doing what they did for 20+ years. That is when it dawned on me that it is not the assets or the financial muscle that makes an organisation – it is the human capital that makes or breaks it – something a business school doesn't teach you how to solve.

#### · My advice:

No job is difficult and no work is useless. Everything we do adds to our experience.

# · Where I see myself 5 years from here:

My fortunes are tied to that of my venture – Fourth Partner Energy. I would like to see it prosper and blossom like how a parent likes to see his/her child grow. Having said that – I cannot stress enough the importance of keeping a balance in one's life. For me 'Health and family' come first, everything else is an upside!!!