



The Institute of Chartered Financial Analysts of India University, Jharkhand

Press Release

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Alumnus of ICFAI University shares his Entrepreneurial Journey with the students

During a virtual event at ICFAI University, Mr Shubham Sahani, a BCA alumnus of the University shared the challenges faced by him during his entrepreneurial journey. A number of students attended the session and interacted actively.

Addressing the students on the occasion, Prof O R S Rao, Vice-Chancellor of the ICFAI University said, "Entrepreneurship is an exciting career option, as it provides an excellent opportunity to build business as per one's own interests. Besides contributing immensely to the economic growth, it gives the pride of creating employment to others. "We are proud that a number of our alumni became successful entrepreneurs by setting up business in areas like education, financial services, IT services, CAD Consulting, Construction etc. In order to enable more students to take up entrepreneurship, our university has started an initiative of interactive sessions of sharing entrepreneurial journeys of our alumni. Today's session is a part of that initiative", added Prof Rao.

Mr Shubham Sahani, promoter of Mahe Enterprises, narrating his Entrepreneurial Journey said, "Immediately after my BCA from ICFAI University, I started an Internet Café in Ashok Nagar. While preparing quotations/proposals for government contractors, I realized the potential for government contracts and started in a small way to supply solar equipment and gradually expanded to become a full-fledged contractor, taking up installation of the equipment also". I found that Relationship Management and Cashflow management are critical factors for success of my business". Answering a query on how his education at the ICFAI University helped in his business, he said "While IT courses helped in setting up Internet Café, Courses like Economics and Financial accounting helped in preparing business plans and managing the business. The University's focus on values, ethics and character building helped me to maintain customer focus and respect of the customers". "Currently, I am employing 10 persons and in the next 5 years, I plan to grow my business 5 times and employ about 100 persons", added Mr Sahani.

When asked for his advice to the aspiring entrepreneurs, he said, "If you can not invest much, go for services business. Depending on your ability to invest, you can go for distribution and manufacturing. While scope for growth is relatively less for services, potential for growth of business is higher for reselling and manufacturing businesses. Irrespective the type of business, have confidence in yourself and start small and grow gradually".

Dr Bhagabat Barik, Asst Dean, Faculty of Management Studies summed up the discussion and proposed a vote of thanks.

About the ICFAI University Jharkhand: The ICFAI University, Jharkhand (IUJ) belongs to the ICFAI University Group (IUG), which pioneered Professional Education in India. More details on IUJ can be found by visiting its website at www.iujharkhand.edu.in or its Face Book page at www.facebook.com/icfaijharkhand.