

## ‘Thanks a lot Dubai!’

**W**ith over 16 years of experience in management consulting, investment banking, capital markets, engineering and exports, Kadwe now works mostly on financial, corporate and capital re-engineering projects. He came to Dubai in 2000 and set up Mitcon International, the management and investment consulting company in 2002.

### MUMBAI TO DUBAI



Sandeep Kadwe is Director and Managing Consultant, Mitcon International

Life in India was good, but very hectic. I was working in Mumbai with a large financial institution. As a consultant since beginning, I used to travel a lot within India. I visited hundreds of small and large companies within India and was fascinated to see how people run businesses. I could see myriad variety of work cultures, nature of people, types of businesses and natural beauty of India. It made me a rich person, only experience-wise! To earn sufficient money, I had to come to Dubai.

I arrived in Dubai in April 2000. Except first few days of stay in Dubai, I always stayed in Sharjah and initially worked in Sharjah. I travel within GCC and other countries frequently. I have found Dubai as exceptional as it has changed tremendously since 2000. I am now committee member of few professional groups in Dubai. Working in Dubai enriched me a lot, since I work with my colleagues, clients, and partners from over 50 countries.

### A TYPICAL DAY

My working hours are very flexible. Sometimes, I end up working for almost 20 hours a day, sometimes very less. Every day brings new challenges and I cherish it. I start first by checking emails and reply to as many as possible. Then my meetings start, for which I have to travel within Dubai or UAE. I tend to avoid the morning rush and keep meetings only in the afternoon.

### DUBAI AND INDIA

I can see both economies growing at a very fast pace. Though small in size, Dubai projects are mind-boggling. Big projects are coming in India as well, but due to big size of the economy and nation, they are not noticed as exclusive projects. I find the work culture also fairly similar between Dubai and India. Standard of living and cost of living has gone up tremendously both in Dubai as well as India. Last but not the least, both the places have become extremely competitive but opportunities galore!

### WHAT WE MISS

I miss the greenery and the monsoon in India. I used to travel a lot within India, play a lot, go for trekking and enjoy Indian festivals. I miss them here to some extent. I try to make up for that when I go to India on vacations.

My family includes my caring wife, my hyperac-

### WHERE I COME FROM

### SANDEEP KADWE

tive and ever inquisitive son and my ever smiling daughter. My parents prefer to stay in India. My son misses India. Travelling by auto-rickshaws and state transport buses thrills him. (He has yet to try the tonga and bullock cart!) He sometimes gets restless staying home as he cannot go out and play here like in India. But he likes his school, his friends and teacher, shopping malls, Qanat Al Qasba, Dubai Shopping Festival, the desert tours and our social picnics or get together in Dubai.

### PROFESSIONAL CHALLENGES

As consultant, our challenges are to match the fast-pace of development and bring our clients opportunities, which they can seize and work as fast as possible. We are experts in capital markets and I see capital markets here as underdeveloped to some extent compared to India or other markets. Not even

20 per cent of the businesses here understand the need to improve the corporate efficiency, transparency and accountability. We have to sensitise them on these issues every time. That's a professional challenge for certain.

### PLANS AHEAD

We aim to assist clients in setting up new businesses; conduct due diligence, grow existing businesses and advise family-owned businesses to improve operational efficiency, provide strategic roadmaps, undertake corporate and capital structuring, find enterprise/ business value, manage the growth of the clients and raise finance for clients and help clients go public (IPO) way.

### HOBBIES

I like to remain close to the nature. I do trekking and travel a lot, but of late, I have taken an interest in developing mango farms in India. I read a lot, listen to music, like meeting people and learn from them. I like to spend lot of time with my family.

### FUTURE PLANS

Planning to complete my Phd in next two years, topic is “Repercussions of NRI remittances”. Your suggestions are most welcome. I am incubating two small projects and assisting numerous others in the GCC and India. As a passion, I plan to export quality Indian mangoes to Dubai.

### ABOUT DUBAI

Initially when I came here, I thought Dubai is just a cleaner version of Mumbai. But a lot has changed since the last seven years. Dubai has created world-class infrastructure and projects at jet-set speed. It is creating exclusive landmarks the world would appreciate for many decades to come. Though it has become a very crowded and expensive city to live in now, I don't think I will be leaving UAE in a foreseeable future. I came here in 2000 just to stay for few months and went on staying for over seven years. Looks like I may end up spending many more years here, I don't know. Thanks a lot Dubai!

(As told to Vinod Kumar P.K.)

### AN ANECDOTE A DAY

## Like a baby

One day in February 2003, with America on the verge of a war with Iraq, Secretary of State Colin Powell was reminded that, notwithstanding the stress, President George W. Bush was in bed by ten o'clock every night and slept like a baby. “I sleep like a baby, too,” Powell replied. “Every two hours I wake up screaming!”

### Outpost

Colin Powell often related an incident from his Vietnam days to illustrate the importance of clearly-defined objectives:

Finding an outpost at a very vulnerable location, Powell decided to investigate. He was quickly assured that it was a very important outpost.

“What's its mission?” he asked.  
“To protect the airfield,” came the reply.  
“What's the airfield here for?” he asked.  
“To resupply the outpost...”



Colin Powell, (1937- ) American general who was Chairman of the Joint Chiefs of Staff and Secretary of State.

(Courtesy: anecdote.com)

## YOUR LETTERS

### Frustrated youth, misguided anger

**ABU DHABI** Indians do tend to overreact. This was pretty much evident when India bowed out of the World Cup in the first round itself. The protests carried out by cricket fans in India to mourn the debacle was more disgraceful than the defeat. Now the latest news which has created controversy is the cutting of a cake with national tri-colour. It seems in India where unemployment is rampant, people do not have better things to do than comment on anything and everything. It is irrelevant stories that get the attention. People of India are so frustrated with their daily lives due to spiraling prices, pollution, water shortage, bad roads, cor-

ruption, lack of infrastructure, etc. It seems they end up venting their anger on others who they think have failed them, which in this case, are the cricketers.  
– Gauri Ahuja

### Commendable move from the authorities

**AJMAN** This is with reference that recent incident in which the Abu Dhabi Federal Government fined a construction company Dh 3 million for not paying salary to its labourers for nearly six months. It was a laudable move from the authority. This type of periodical fines will certainly change the attitude of the

employers as it will serve as an eye-opener for them.  
– K. Ragavan

### Never-ending crisis

**DUBAI** Sensible people would agree that Iran should stop the development of its nuclear arsenal as it will otherwise only help the region to be in perpetual turmoil. Unfortunately, Iran has the tendency to be in the news for all the wrong reasons, ranging from hostage crisis to nuclear armament. Let us hope the hard-line leader would see that his mission is actually making the country and its people unpopular in the eyes of the world.  
– Mohit Suri

POSTit!

Have a letter? **POSTit!**

Mail us

The Editor,  
The Emirates Evening Post, PO Box 114457, Dubai

Fax us

04-340 7123

Email us

letters@eveningpost.ae

The opinions expressed by the letters herein are not necessarily those of this newspaper. Letters may be edited for clarity and length, and are the property of the Emirates Evening Post. Letters must be accompanied by a mobile number.

## contact INFORMATION

### SUBSCRIBE

circul@eveningpost.ae

04 340 5588

### SEND NEWS

chiefreporter@eveningpost.ae

04 340 5588

### ADVERTISE

rowena@eveningpost.ae

04 340 5588

### WRITE TO A COLUMNIST

columnists@eveningpost.ae

### SEND PRESS RELEASES

news@eveningpost.ae

04 340 5588

### REPORT ERRORS

letters@eveningpost.ae

04 340 5588