



AARAMBH



FROM
DORM ROOM
TO
BOARD ROOM

ENTREPRENEURSHIP AND CONSULTING CELL
SCMHRD, PUNE





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MOHAN JAMBHULKAR

CEO & FOUNDER
TARGET AEC GLOBAL
PRIVATE LIMITED

MBA - Executive

2009 - 12

Mohan Jambhulkar, the Founder of Target AEC Global, has established a self-funded company specializing in Architectural, Engineering, and Construction services. Growing up in a humble background with his father working as a clerk and despite the financial constraints, Mohan was determined to pursue his education and worked part-time to support his studies. His initial aspiration to become a medical doctor shifted to a passion for civil engineering due to his exposure to various industries and experiences working part-time in different roles. These part-time roles included delivery boy, news-paper boy, cash counter at Pune Race Course, and assistant to a dentist.

Mohan's professional journey unfolds over two decades, starting as a self-employed Building Contractor with the Pune Municipal Corporation in 1999. From managing projects in Los Angeles for a structural consulting firm to being a Delivery Manager at a multi-national engineering services company, Mohan's career soared. His role as Associate Vice President from 2017 to 2019 and subsequent position as Vice President at another multi-national engineering services company from 2019 to 2021 solidified his leadership prowess. Now, as the CEO and Founder of Target AEC Global, Mohan continues to shape the Architecture, Engineering and Construction domain with his vision and expertise.

The Subprime mortgage crisis & global recession in 2008 was the perfect time to pursue further studies. He pursued an Executive MBA program at

SCMHRD, where he enjoyed the diverse backgrounds of his classmates and exposure to different industries. Mohan's time at SCMHRD was an enriching experience, where he formed strong friendships and relationships with faculty members. He appreciated the infrastructure of the campus and the design of the syllabus, which provided comprehensive knowledge in various aspects of business, including finance, marketing, sales, and entrepreneurship. He also feels that SCMHRD was the place where he got a taste of all the aspects of a business such as sales, marketing, finance, operations, etc. and this sparked an instinct within him, compelling him to envision himself as a future CEO. After completing of Executive MBA program, Mohan's wife, Pankaja, always dreamt him of becoming a CEO. Pankaja is now the CFO of Target AEC Global letting Mohan to focus on his core strengths of client relationships, sales, and long-term vision.

The COVID-19 pandemic had a profound impact on Mohan's career, prompting him to re-evaluate his priorities and consider starting his own venture. The pandemic provided him with the time to reflect on his work-life balance. This led to a turning point in his career, as he began to consider the prospect of entrepreneurship. Pramod Chougule, a former colleague of Mohan and the co-founder of Target AEC Global constantly encouraged Mohan to start his own business. Mohan emphasizes the importance of finding a co-founder with complementary qualities, highlighting the necessity of having a partner who can support and focus on areas that align with their strengths. He believes that a co-founder with complementary skills is essential for a successful venture, as it allows each person to concentrate on their core competencies, ultimately contributing to the overall success of the business. These experiences and reflections culminated in his decision to leap into entrepreneurship, marking the beginning of his successful journey with Target AEC Global.

Motivated by persistence, and influenced by the founder of Zoho, Mr. Sridhar Vembu, who runs the company without external funding, Mohan

started his venture, Target AEC Global, as a self-funded, bootstrapped company. Mohan's decision to remain self-funded was driven by his desire to maintain control and avoid the potential misuse of external investment.

Starting the venture was challenging, as Mohan faced difficulties in hiring the right talent and initially struggled to find employees willing to work in rural areas. However, he remained committed to eventually building a team of 60 people within two and a half years. The impact of the COVID-19 pandemic was a blessing-in-disguise for Mohan's business, as many foreign companies started outsourcing architectural and engineering services work to Indian companies, allowing Target AEC Global to progress during the pandemic and expand its operations.

As an entrepreneur, Mohan enjoys the freedom and control that comes with running his own business. He emphasizes the importance of attention to detail and frugality in managing the company. He takes pride in coaching his team and instilling a strong work culture. His advice for young entrepreneurs is to never underestimate themselves. Young people who want to move abroad for better career prospects should spend time abroad to gain exposure to different work cultures and then return to contribute to the Indian economy. He encourages them to implement positive changes in the industry and emphasizes the importance of attention to detail and a strong work ethic.

For all students aspiring to venture into entrepreneurship, Mohan advises to gain industry exposure and work experience before starting their venture. Understanding the industry and gaining exposure will provide valuable insights and knowledge that can significantly contribute to the success of your entrepreneurial journey. Additionally, taking the time to settle down and gain a strong foundation can be crucial for long-term success.

Advising the young generation who want to deep dive into the entrepreneurial world, Mohan advises that it's never too late to pursue your entrepreneurial dreams. Patience and perseverance are key virtues in this journey. Mohan lays a lot of stress on reading books and newspapers which

will help you to have an all-round development. He also feels that attention to detail is what will make you an expert. Mohan is currently reading two books: *Employees First, Customers Second* by Mr. Vineet Nayar and *Life's Amazing Secrets* by Mr. Gaur Gopal Das. In his free time, Mohan likes to take his family out for vacations, cycling, hiking, and playing table tennis.

In summary, Mohan's entrepreneurial journey is a testament to perseverance, frugality, and patience. His story serves as an inspiration for aspiring entrepreneurs, highlighting the value of control, attention to detail, and the potential for growth even during challenging times. His decision to remain self-funded reflects his commitment to maintaining control and building a strong foundation for his business.