

Mr. Purav Patel, Masters in Business Administration and Bachelor's in Commerce.

# PILLS I

*By Aayush H. Kubavat*

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## Introduction

- Time: The event began at 11:30 AM with an introductory speech by Pankti Dave And Devansh Patel.
- Venue: The lecture took place in the auditorium of the LJ college of Law.
- Audience: Students from the second and third year of B Pharm were present along with LJIP teaching faculties.

## Mr. Purav Patel

- Mr. Patel completed his BCom. degree from Gujarat University in the year 1999.
- Purav sir moved to London after finishing his Bachelor's degree.
- He also went on to obtain an MBA degree in Finance with distinction from Oxford Brookes University, UK.
- He took up a job in a betting company but soon quit as it wasn't to his liking. He also attained a successful job at Toisha Bank but also didn't find that to be his kind of job.
- Later on, he joined Carphone Warehouse which at that time had the net worth of 10mil pounds. By the time he left, it was 40 billion pounds.
- He never stayed stagnant in any particular position in his job, be it IT or be it Sales. He has worked at multiple positions all across the company plainly because he wished to learn everything.
- Purav Patel had the honor of being awarded the Best Employee of the Year by the past PM of UK, Tony Blair.

- After leaving Carphone, he moved back to India and established his own pharmaceutical company, Vasa Pharmaceuticals Ltd. He did not have pharmaceutical experience but he had plenty of business experience
- Yet, he continued to learn and even learnt about the pharmaceutical industry, in the end describing it as a “jungle”.

His life shows how far people can go regardless of their grades or experience. What matters is a person's hunger and he had plenty of it. Other than degrees, he is extremely well versed in English and Gujarati and his attitude could not be rivaled by anyone in the room.

He managed to finish the lecture without any late timing and he managed to do his extreme best to motivate the LJIP students.

## **The Lecture.**

The session began with the introductory speech and was followed by the gift of a Tulsi pot, a sign of purity, by Dr. Shreeraj Shah. This is the normal tradition of LJIP.

His lecture began with his roaring attitude. There were no courtesies and no formalities. He merely asked if he could speak without the mic and off he went.

The topic of the session was outlined as the “Current scenario in Pharmaceutical Industry” and he simply summed it up in one line: **Good, but ever changing.**

He described it as a **jungle**. He was not there for spoon feeding but instead he was honest and blunt about the realities of the pharmaceutical production.

He then went on to tell his own life story starting from how he ended up in commerce and moving on to his move to London after borrowing money from his dad.

He described his **hunger** for learning new things. He was never in one place because he always wished to learn something new.

Based on his own experience, he advised the students on many points, one of which was: **Unlearn what you have learnt in college** to prepare for the “real” world. He was merely describing that to learn anything new, you must be fresh mentally. And that knowledge should then be linked with the past knowledge from college and school.

For e.g., he managed to link the **teamwork** in his football **sports** team (of which he was the captain) with teamwork in any field.

Through such real-life examples, he managed to explain to the students how we can link our current education with our past knowledge.

He went on to talk about what happened after his move back to India. He began Vasa Pharmaceuticals Ltd. as a family business of 4 crore rupees and expanded it to 50 crores.

In every example and every advice, one thing could be clearly understood: Hunger is necessary. And he was blunt with this as well, stating that no one can instill hunger in you. It can only come from within.

He also made a point to teach us about “**gurus**” according to the Indian culture. The definition of guru according to him, is simply “*Any person who makes you uncomfortable*”.

And his point was correct as he explained that we need to understand the reasons behind that “uncomfortable” feeling and face it. To learn from it. He implored us to never run away from such an “uncomfortable” feeling.

He maintained one thing even though he had spent nearly 10 or more years in UK: Never forget the **Indian culture**. His lecture was ripe with examples from the Indian culture including even the Mahabharata and the Ramayana.

Purav sir managed to captivate the students and even the faculty by his blunt honesty of everything in his life, be it money or his own company.

He also emphasized on **ethics** and how we must always be careful to never cross that “line of ethics”.

He quoted the English quote of “*What goes around, comes around*” in its original Hindi form basically stating that good work will always be rewarded.

Furthermore, he went on to discuss his own **interviewing process** in his own company which would have been a big help to the students of LJIP.

He mentioned that he focused on the person’s attitude rather than his grades. That he focused on their desire for knowledge rather than their long CV. In fact, he mentioned that a person’s CV should be simple and true instead of unnecessary bloat.

He talked about **money as a by-product** of life. He said that we should do what we love and we should never do something to which our heart says no. He was basically saying the same quote as “*Follow your dreams and the money will follow.*”

Mr. Patel mentioned earlier that his favorite animal was a **lion**. Near the end of the session, he went back to that topic by asking Pankti to note the qualities of the lion. He asked the auditorium to mentioned the good qualities of the lion as well as his bad.

He never mentioned a quality on his own, rather he took the qualities suggested by the students and even the faculties. Then he went to describe how the lion came to become the King of the Jungle. He said that the lion never asked for the “crown” but still, every person regarded him as the king.

*A lion never hunts when he is not hungry.* He translated that into the real life as we should never be “cruel” or bad in general unless it is absolutely necessary.

At no point in the lecture was a student bored due to the fact that he had such a motivating speaking style that even if someone had just woken up, they would instantly feel awake.

Even though he never said it, it was very clear that he himself was a lion. His entire session was a real-life translation of how a lion would behave if he was a human.

Purav Patel asked the students to be kind, to **see the good** in people and not to focus on the bad. He suggested that we could focus on any one good thing from our “enemies” and over time, it will make us like them more.

He managed to finish the session at 2:00pm and his entire session basically revolved around one quote taken from Darwin:

*“Survival of the Fittest”* (in the pharmaceutical industry, and beyond)

By the end of the session, there was no need for “please give a round of applause” as everyone was already mesmerized by his positive or rather, his fighting attitude, that the applause followed automatically.

## Conclusion and Memento

The memento was given by Dr. Dilip Maheshwari to Mr. Purav Patel in the form of a Charkha reminding him of the Indian culture which he vigorously believed in.

A report cannot do his lecture justice as it was an extremely inspiring and motivating session. He taught the students that regardless of how many times you fall, you can always get back up and fight if you have that hunger in you.

Thus, the first session of this PIILS ended and it started off with a bang from the speaker motivating every single student in the room which could be especially helpful for the 2<sup>nd</sup> yr students.