

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

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TIMES JOB

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**SAIF DHORAJIWALA**  
Co-founder and Executive Director, Fourth Partner Energy

**MY FIRST JOB**



Manager with Tata Administrative Services (TAS)

**• My experience:**

I was fortunate to be selected for a prestigious role at one of the most reputed business groups. The exposure I gained through this experience - especially in values and ethics - has been invaluable and something I cherish even today.

**• Things I learnt: -**

There are many things I have learnt from my first job, but I shall list six, which I consider most important:

- There is no substitute to hard work. Always work hard and give your best to any job you do.
- Never burn bridges, always build them – network to build lasting relationships
- Make mistakes, but do not fail to learn from them
- In any adverse situation, try to keep cool – you will be amazed at how clearly you can think and deliver.
- Focus on solution based thinking and not problem based thinking
- Delegate – you can't do it all by yourself

**• Skills I acquired:**

Building relationships, learning to tell your story in the shortest possible manner, focusing on the fundamentals of any problem

**• 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!!!