

## **Mr. Prateek Chaturvedi**

*Mr. Prateek Chaturvedi during his visit to IMT, Nagpur*

Institute of Management Technology, Nagpur had the privilege to interact with Mr. Prateek Chaturvedi, Key Account Manager - International Business, Bharat Forge Ltd., on 22<sup>nd</sup> February, 2017. An alumnus of the 2012 batch of IMT, Nagpur, Mr. Chaturvedi has over 5 years of experience in project management, coordination, strategic planning, relationship management, negotiation, leadership and innovative development of opportunities and accounting of transaction of sale and purchase goods.

Mr. Chaturvedi shared his insights with the student managers from his experience in the corporate world. Following is an excerpt from the same.

“In college we learn how we are supposed to work in the corporate. But when one is actually out there, it is very different from what they would have imagined. It is very dynamic. Things keep changing at a very rapid pace. One has to be updated and on their toes all the time. Think a lot before speaking, making any judgement/decision or starting anything. One must give a full thought to the objective behind the action to know what is supposed to be acquired from it and how they are supposed to do justice to it. Do prior research to make a smooth flow of operations before getting into it. Thinking adds value to everything one does, which in turn helps in making the action as close to the purpose as possible. Doing so makes one push them self by changing their attitude towards life. Be thoughtful about all the concerned dimensions. One’s attitude must shift from individual gain to mutual gain to broaden their thought horizon. Attitude, value system and motivation are the most important things needed to connect with every individual. Having these bridges the gap between individuals. And always treat yourself as a brand to achieve clarity of thoughts.”