

Provider of background support

Mr Harshad S Hasabnis is a man of action. It would be apt to call him 'the Guru of multitasking' in the company. A practicing chartered Accountant by profession, Mr Hasabnis juggles his firm with four other partners and his duties at Sunil Hitech with equal ease.

Mr H S Hasabnis joined Sunil Hitech as the Financial Advisor on the request of Mr Sunil Gutte, who was his son's room-mate and friend. That was the year when Mr Sunil Gutte had graduated and was all set to join the company. He wanted to understand the intricacies of finances with an intention to pave ways for the company towards financial growth.

Mr Gutte had known Mr Hasabnis since 2001. He was impressed by his efficiency and in-depth knowledge in handling finances and requested to provide inputs towards strengthening Sunil Hitech's financial position. Mr Hasabnis obliged him and together they made a power-packed team that introduced many systems in the company.

At that time, the property at 97, Ramdaspath was recently bought and the new Head Quarters of Sunil Hitech was set up. The company's luck changed for good one casual day when there was a discussion going on among the management people on generating more funds in addition to profits. They were pondering ways to cash in on the plush new office building and the growing image of the company. Mr Hasabnis suggested the company go for IPO. There was hesitancy in part of the management as it could have been risky. However, under the guidance of Mr Hasabnis and entrepreneurship of Mr Sunil, the company was finally listed in the NSE and BSE.

Mr Hasabnis biggest contribution so far is steering the company through the toddler days of SHEL after listing. He presented the company to the investors under lucrative light wooing them to buy the IPO and the company generated desired returns.

As for future plans, Mr Hasabnis thinks that Sunil Hitech Engineers Limited's annual turnover should cross the Rs 2000 crore mark by year 2010.

As for future of Sunil Hitech as the parent company,

he has even bigger dreams. He wants the company to have a turnover of Rs 5000 crore by year 2012. He is adamant to employ every possible fund-raising strategy and start

many new companies like the Gangakhed Sugar and Energy (P) Ltd under the umbrella of the parent organization.

Mr Hasabnis recognizes and stresses the need to build a super-strong team of staffers at Sunil Hitech so that it can help him realize his dreams. "Reaching a huge turnover requires a professionally managed team and a very good in-built infrastructure system. I am sure we will do everything within our reach to build the team that will be envy of any other corporate house. The relationship between staffers and management should be cordial. We need to maintain the healthy environment inside the company to ensure a fast growth," Mr Hasabnis said.

The person, our Financial Advisor, whose friendship with the Guttes and emotional attachment with the company has been exemplary, wants to take rate of company shares to reach Rs 1000



"Reaching my dream turnover requires a strong, professionally managed team, which I'll like to