

# **Navigating the Path to Success:**

## **A Journey of Achievements and Learnings - Suraj Sharma**



### **Introduction**

During my Small professional journey so far, I have learned that only a few things hold the power to shape our future as profoundly as education. For me GCC has been a lot more than an academic institution, It has been the Pivotal force behind my successful career journey. As I reflect upon my career trajectory, I could summarize it as “Towards Infinity and Beyond”. It has been one of my favourite quotes since I was a child. And it is totally fitting to my career as in just Three years I was able to become Head of Purchase/Sourcing for a multinational company.

I would like to share a little story from the beginning of my career and college which I could never forget.

Coming from a humble background, I have been hustling since day one to Make things happen and during my early days at the college, I started working odd jobs. When the faculty came to know about it they all came together and each gave me guidance on what I would be sacrificing for next to nothing gain. And during that time Our Honourable Principal Sir P.R. Patel gave me an advice that I would take to my grave, he told me that, they also come from humble backgrounds have worked their way up, If I could manage both lives together I should go for it but I should always give priority to College life as this time would never come back again. If possible, I should at least complete my bachelors without any distractions and if it is not possible then I should work part time. I tried working part time but my job was such that normally 6-7 hours was considered part time. But with that also I was able to achieve so many accolades in college amassing 16 trophies in different fine arts fields and so many memories that could last a lifetime.

### **◆ Career Summary ◆**

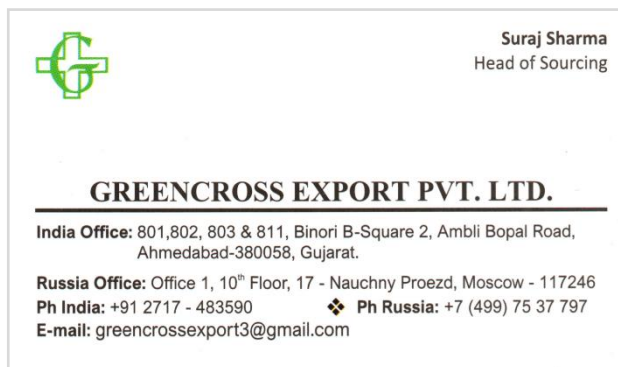
I have worked as a professional for close to 7 years now and below is a brief summary of my Career.

My first professional job was, as an Accounts assistant in Vijaya tax consultancy (Navrangpura) during my bachelors, where my job profile was to do accounting entries in the books of multiple companies, tally their financial records, file income tax returns and work on solving different types of problems. I worked there for close to two years and then I quit to focus on my studies full time as it was my Final year and I could see my grades dropping to failing levels.

My second job was right after Bachelors, I worked at Stallion Finstock (Paldi), Where my job profile was pretty much like my previous job but just a bit more streamlined as I only had to work on a few accounts instead of a 1000s of accounts. I worked there for 6 months then after that I got an opportunity to work in TCS..

TCS was my Third job and it was everything one could expect from a multinational company with multiple levels of interviews, amazing work facility and amenities for its employees. My job profile there was workflow specialist and there I worked for a little over 6 months because though it was everything one could imagine; it could not offer the level of growth I was capable of.

### ◆ Career Breakthrough ◆



That brings it to my current job, I am working as the **Head of Purchase/Sourcing for Green Cross Export Pvt Ltd (GCEPL)** and Head of procurement for Samarpit Group. GCEPL is a multinational company having its presence in Russia and CIS regions and I look after their entire purchase portfolio of 1000+ products currently.

I started working in Greencross right after my Masters in 2019 and my first role here was purchase executive, where my daily work was establishing contact with local manufacturers in India, persuading them to work with us on exclusive basis and take care of their business in the markets which we handle, I was able to excel at this task due as I have good communication skills and I could see that there was a lot of other work there which I could do as well.

I took up the initiative and worked on different projects like creating the website of the company, building a team, managing multiple reports and the building a good work culture.

The company saw my potential and gave me multiple opportunities to perform like going on business trips to multiple states attending expositions in Delhi, Mumbai on regular basis. Doing factory visits, meet commissioners of state departments and due to my performance on all those activities, they made me the head of Purchase department last year.

I am the youngest Purchase head in the history of our company and I have a team of around 10 people working with me on different projects.

## Sharing Experience and giving back to Community



The Journey Matters as much as the Goal is also a quote that I hold very dear to myself, As I have been fortunate enough to find people from whom I could learn lessons of life starting from Friends, to Professors to Colleagues. I have also been fortunate enough to get an opportunity to share my experience with young minds at Gujarat Commerce College and Government Commerce College Gandhinagar by conducting workshops on Cartooning and Seminars on Soft skills development.

Knowledge is a wealth that increases by Sharing it and I love to share this knowledge with everyone around me.

This Drive to share my knowledge has also Helped me in developing a YouTube Channel “Commerce Studies” along with my Friends, and we have been able to help Thousands of Students to study.

## Conclusion

The Story of my life so far has been filled with Adventures, Achievements and lots of thrill. But when I think back it has only been 7 years and I have been able to be at a top position in a multinational company starting from nothing, just by applying my skills and passion in the right direction. But still the spirit of Never Give Up burns right inside me to do something more to learn something new every day and find the best version of myself by being better than my past self and building a better future for my self and everyone around me.