

# The Driving Force

Sanjay Kothari, Vice Chairman of the KGK Group, talks about propelling a Mumbai-based business into a global conglomerate



Sanjay Kothari, Vice Chairman, KGK Group

Over the last 30 years, Sanjay Kothari, Vice Chairman of the KGK Group has spearheaded his family's precious stones business into a dynamic group of companies that has interests in every stage of the gems and jewellery pipeline – right from mining and manufacturing to retail, marketing and distribution.. In an interview, Kothari talks to us about his drive for global expansion.

**Tell us about your journey.**

I began looking into the family business in 1986. I had a very hands-on,

thorough training, learning the end-to-end manufacturing of diamonds, post which I mastered the art of crafting diamonds

When I returned to KGK, I decided to to expand the precious stone section which my father, Mr Navrattan Kothari, had started. I set up a diamond manufacturing unit in Mumbai. Later, I moved base to Hong Kong to help gather diamond deals and promote business in the Far East, particularly for Hong Kong, Taiwan, Japan, China, Korea, and Thailand.

**What is the USP of KGK?**

KGK has developed as one of the handful of conglomerates marking its unbeatable presence across mining, sourcing, manufacturing and distributing colour stones, diamonds, and jewellery. We have established ourselves in almost every important commercial centre in the world. That being said, I like to introduce innovation and embrace new technology across the entire spectrum of our business

**What are your future plans?**

KGK has thrived exponentially and has developed into a leading multinational

corporation under its third-generation leadership. The group that began with simply trading coloured gemstones has become a vertically integrated brand from mining to retail jewellery.

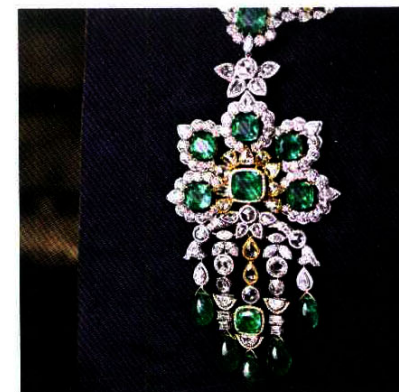
KGK has been consistent in its development and progressions. We recently made one more move to maintain and propel the fate of the diamond business by setting up a diamond manufacturing facility in Luanda, Angola. This step was taken keeping the potential of the area and the local youth in mind. The aim is not only to create business but also to hold fast its responsibility of giving back to the individuals and networks that make these endeavours possible.

**What is that one accomplishment you are proud of in your life?**

I am proud to have been born in a family where values and morals hold vital significance. My initial learnings under the astute direction of my father and forefathers have been wonderful. I learnt the end-to-end process of the diamond manufacturing, gained information about our extended business and got an opportunity to know our patrons, employees, and the processes, which has guided me in establishing the group across countries.

**Who is your role model?**

My father, Mr Navrattan Kothari. He is a



magnetic, purposeful, logical and visionary leader. Since my youth, my brother Sandeep Kothari and I, appreciate his way of doing business without compromising on standards and morals. He embraces change without losing sight of his roots. His integrated management style and long-term vision encourages and guides us in our conduct.

**What are the key learnings you have had in your career?**

Working with a multicultural workforce, giving equivalent chances to diverse talent and adapt to constant change are key learnings. Other than that, I believe one should always be a forward thinker.

**Do you have any guidance for young visionaries?**

One needs to put in blood and sweat to be fruitful. I genuinely believe that hard work powered by enthusiasm and learning has no substitute. If you stay focused and work the hardest towards your objective, you will overcome everything. ■