

Tête-à-tête #6



Mr. Ashish Jaiswar
Business Development Consultant



1. **What does a typical day in office look like for you?**

Answer: Each day is different. Especially with the nature of my job which entails a lot of travel. Ideally my day starts with preparing a to-do list, checking emails followed by a few calls with agents and students. On certain days I work on the strategising and planning my next travel. Of course when I am in office I try to catch up with my colleagues.

2. **Your job entails a lot of travel and juggling different goals. What do you do to cope with all the challenges?**

Answer: I think there is only one word for that- Planning. I try and prioritise my workload and tasks. Additionally, to cope with the travel, I try to get sufficient sleep and proper workout to keep myself fit. I need a healthy lifestyle to keep up with the hectic schedules and not fall sick.

3. **What is your biggest challenge while dealing with the Indian student?**

Answer: The fact that you have to be available 24/7 is my biggest challenge.

The Indian students expect you to be a call away at all times due to the round the call work culture in India. This gets challenging especially when I am travelling or attending exhibitions. However, I try and make myself available as much as possible since that is a necessity. For instance, I had a parent calling me with her questions on a Sunday. I could have chosen not to answer the call but I knew that for a parent, who has worked throughout the week, Sunday was the only day she could talk to me in leisure. So, I took that call.

Tête-à-tête #6

4. What is the best part about your job?

Answer: Meeting new people, travelling, going to new places are the best things about my job. In my 4 years with Sannam S4 and Portsmouth, I have traveled the length and breadth of India. This has helped me grow both professionally and personally.

5. What are the aspects of your job that you like less?

Answer: This one has to be flight delays. It completely changes my travel schedule. But this is unavoidable and is part and parcel of my job. I have learnt to accept it over a period of time.

6. What do you consider your greatest achievement? You can quote from outside your work too.

Answer: Frankly I don't think I have an achievement to talk about. I think I am still working towards it. But something that makes me feel good about myself is doing random acts of kindness for people around me.

7. Highlight one thing about your university that you cherish the most.

Answer: I cherish the people at my University the most. I am blessed to be working with such an excellent team. Even though we sit miles apart, they are very understanding, cooperative and appreciate of the challenges I am going through in the current scenario. Working with them drives me to give my best every single day.

8. What is/are the skills absolutely necessary for your job?

Answer: Patience! You will be asked the same questions repeatedly by students, agents, parents and other stakeholders. And each time you have to respond in the same professional manner. This requires a lot of patience.

Travelling also requires patience due to flight delays, hotel cancellations can put you under lot of pressure, especially when travelling between the events and cities.

9. What is the one skill you would most want to acquire?

Answer: I want to learn another foreign language and a regional language from India.

10. What are your hobbies?

Answer: I love to work out, swim, and Netflix.

--- End of Interview ---