

## Knowledge Transfer Partnerships

### Want to know what it's like to be a KTP Associate?

|                         |  |
|-------------------------|--|
| <b>Name</b>             | Jugal Desai  |
| <b>Education</b>        | MSc Engineering and Business Management, University of Warwick |
| <b>Current position</b> | Operations Manager, Dando Drilling International               |
| <b>Highlight</b>        | Finalist for the Business Leader of Tomorrow Award             |

#### The Company

Dando Drilling International Ltd design and assemble reliable and rugged drilling rigs for mineral exploration, water well drilling, geotechnical investigation and seismic exploration exporting the majority of their products to the developing world.

#### Highlights from the project

This project was eye opening for me. Working on this project has helped me to realise my hidden potential. My key personal highlights from the KTP include presenting a paper at the KTP Associate's Conference 2013, presenting as a key note speaker at the KTP Associate's Conference 2014 and being a finalist for "Business Leader of Tomorrow" Awards post-KTP. This project has helped me to build an engineering managerial career and since the KTP I have been employed by the company as Operations Manager.

#### The best thing about being a KTP Associate

There are infinite benefits. As a KTP Associate, you own your success. I was a strategic partner in this Partnership and my career dream is to achieve a key corporate leadership position within a global organisation. This is a long term dream that could take more than 10 years of learning and experience, however KTP has been a driving force to help me achieve this dream much sooner by giving me the opportunity to lead a corporate strategic project.

#### Challenges overcome during partnership

The success of the KTP project depends on the enthusiasm, patience and motivation of the Associate. I treated KTP Project as a business in itself and KTP Associate (myself) as its Business Director. Hence, all the challenges were to be faced with passion to make this business successful - enthusiasm is the catalyst that will make a KTP Project shine to the stars.

#### What I am doing now

Working as a KTP Associate, I gathered a good strategic insight of the company's operations, the challenges it faced and its vision. This provided a strong foundation that led me to Operations Manager, a role which I started in immediately after the KTP. Now, I oversee Supply Chain, Planning, Product Development and Production functions. My workload is varied but I continue to feed into new processes and strategies to keep improving the business.



KTP Associate Jugal Desai and Gina Fitch-Roy, Commercial Director at Dando Drilling

#### I would recommend a KTP because...

In today's world, the fact is that being different is the first step to success. I have found KTP to be the only programme that is truly different compared to others and which adds great value to your career dreams. I believe that "Leading a successful team and leading a successful dream are two different things"; KTP is the only programme that will fuel both.

#### Find out what KTP can do for you

Find out more about KTP and what it's like to be an Associate at [www.brighton.ac.uk/ktp](http://www.brighton.ac.uk/ktp), or email us at [ktpjobs@brighton.ac.uk](mailto:ktpjobs@brighton.ac.uk) for more information.

