

Entrepreneurship Cell - Entrepreneurial Youth Conclave 2020

'How did COVID-19 pandemic affect your industry?'

16:00-17:30

Convener: Dr. Monica Aggarwal

Co-Conveners: Dr. Shivani Raheja & Dr. Ruchi Sharma

The talk was organised by The Entrepreneurship Cell, Aryabhata College, which had a panel of 3 speakers, Ackshay Jain (Founder, The Health Company), Aditya Arora (CEO, FAAD Network), Sunil Jha (Zonal Head, North, ICICI Bank) and started off with speakers giving insights about their background.

- The session began by the Welcome Address of our respected Principal Dr. Manoj Sinha. He applauded the team for remarkable efforts for bringing the stalwarts of the industry together for an insightful discussion.

Speakers' Profile

- The first speaker was Mr. Ackshay Jain, the founder of The Healthy Company, a health-tech venture that has secured funding at a whopping valuation of rupees 13 Crore. He also carried out the role of RPA intern with EY's Robotics and intelligence automation team.

- The second speaker was Mr. Aditya Arora, CEO of FAAD Networks, he is also a PADMA SHRI NOMINEE, He has been recognized as a successful young entrepreneur and achiever on various national and international platforms.

- The third speaker was Mr. Sunil Jha, Zonal Head, North of ICICI Bank. An Economics graduate from University of Delhi and post graduate diploma in business management from XLRI.

Event Highlights

- The panel discussion was very engaging and informative. Enthralled live audience asked their queries related to the topic of discussion.



- All the 3 speakers told us about the struggles, problems faced by their respective industries and how they were missing their co-workers during this pandemic times.

- Mr. Jha stated discussed the problems that impacted the Banking sector:

- Ability to reach the branch, their staff, support staff, housekeeping, everyone struggled for this.

- Secondly, training for the customers to maintain distance.

- Thirdly, the problem of tech infrastructure, they had to buy 60,000 laptops.

- Lastly, a part of the year where all of us were sitting idle as if unemployed and the mental repercussions of it were also stated by him.

- Health industry witnessed a boom as highlighted by Mr. Jain, some of the general problems mentioned by him included:

- The manufacturers took a great hit, all the industries and delivery partners were shut down.

- Their industry took a hit in the sense of revenue by 20%.

- Mode of selling was diverse before Covid times, but shifted completely to E-commerce now.

- Mr. Arora also agreed to Mr. Jha and discussed the problems, faced in his industry, he agreed that their industry somewhat on similar lines to Mr. Jha's industry:

- Mr. Arora told about how investment became typical as Covid acted as another layer of risk topping all primary risks that Start-ups face. He pointed out a few industries where focus has increased in terms of investing, namely OTTs, gaming, healthcare.

- He found this fact funny that now there was more disposable income with the public as unnecessary expenditure came to a stop and how they were investing 2-2.5 million into a Start-up where they have not even seen the respective POC once.

- Mr. Jha then added that It's surprising how these web platforms which were available before but not considered have now become our primary



tool and these tools will now stay forever in the system because of their features.

- In reply to “what would you suggest to young minds who are aiming for entrepreneurship?”, Mr Jha added that being responsive and open to change is the key, “how you change the direction of an airplane by 1 degree changes the destination drastically”, Mr Ackshay said, generalization is definitely better than specialization! As when doing a task out of your routine you can put all your learnings into it and perform better. 9-5 jobs will always be more rewarding but will never give the ultimate satisfaction!

- Mr. Arora backed Mr. Jain saying that, where college students go wrong is the anatomy, that they don't keep track of time and end up on placements in the last, where actually the years in college were to find and work on what your liking and capability is! In the process, be impatient and intolerable but for results be patient.

- Atmanirbhar Bharat: Mr. Jha explained the term very specifically and how it's supposed to leverage all the resources available in the country. This may not take us to 5 trillion but surely will help reach heights, also we are just the facilitators to this program where the economy is on the front and banks are the fiat facilitators. Everyone else agreed to how fruitful Atmanirbhar Bharat can be for us.

- The event proved to be a huge success with registrations of over 220+ students and an overall viewership of 400+. Students showed great interest and took notes of everything the speakers said. Moreover, young minds tried their best to interact with speakers professionally through the YouTube comment section. The session ended with a Q&A segment where attendees asked their questions through YouTube livestream comments. Speakers gave satisfactory solutions in line with the queries raised by the audience.

The following students of Entrepreneurship Cell participated in the talk:

- Naina Singh
- Yannish Bhandari
- Aarjav Jain
- Prachetus Mahapatra
- Sanyam Bhutani
- Sakshi Gupta



- Ausaaf Nabi
- Mukul Chandel
- Kartik Banthiya
- Yadullah Abidi
- Darika Jain
- Sidharth Sarthak
- Sufiya Salim
- Khushi Singhal
- Harsh Saini
- Paras Gupta
- Sahil Rohra
- Chirag Kumar
- Sarvesh Kumar
- Yaman Goel
- Sushil Shah
- Himani singhal
- Suryansh Kumar
- Akshut Khurana

Pictorial Highlights







