

Be an Entrepreneur, Not Just a Job-Seeker

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At Vignana Bharathi Institute of Technology, Aushapur, Hyderabad

Good morning, faculty, distinguished guests, and my dear students,

It's a privilege to be here at Vignana Bharathi Institute of Technology — a hub for engineering excellence and young talent.

Standing before such a bright gathering, I am reminded of my own student days—days when dreams were big, but resources were limited, and the word *startup* wasn't even part of our vocabulary.

When I was your age, starting a business in India was tough. Licenses, delays, endless paperwork — everything tested your patience. I struggled three long years just to set up the first aluminium extrusion plant in Andhra Pradesh, fighting through bureaucratic hurdles.

Today, things are different. *Startups are encouraged, investors are listening, digital platforms ease approvals.* The government is pushing "Ease of Doing Business," digital platforms simplify registrations, and global investors look at India with renewed respect. What took years in my time can now be done in months—or even weeks. Doing business in India has never been easier. That is the kind of opportunity you are stepping into.

The question is — will you take the leap?

"If all of you here today only look for jobs, tell me — who will create the jobs?"

My message today is simple: **Don't just be a job-seeker. Be a job-provider.**

Why? Because India is the **world's No. 1 consumer market**. Every idea has a buyer. What our country needs is *creators, innovators, and problem-solvers*.

So, what does it take to be an entrepreneur?

- **First, courage.** The courage to leave behind the comfort of the known and to face uncertainty.
- **Second, vision.** You must see opportunities where others see obstacles.

- **Third, persistence.** Failures are stepping stones; I have failed, learned, and built again, and that cycle is what made Sagar Asia today a global name in access systems, scaffolds, wind tower internals, and aviation docking solutions.
- **Finally, values.** Without integrity and social responsibility, success has no meaning. I've always believed in giving back—whether through training hundreds of engineers, supporting hospitals, or contributing to community projects.

Through my journey with Sagar Asia, I built businesses that today supply ladders, scaffolds, wind tower internals, and aviation docking systems worldwide. But the real joy has been in creating jobs, training engineers, and making India more self-reliant.

And self-reliance matters. In today's world, every country looks after its own interests. India must innovate, design, and manufacture here — or be left behind.

That's why I started the **Zillionaires Club** (<https://zillionairesklub.com/>) — a platform for young people to learn beyond textbooks. We blend skills, mentorship, culture, and leadership. Because entrepreneurship is not just business; it's about building yourself into a complete leader.

So how should you mould yourselves?

- **Cultivate curiosity.** Don't just look for answers in textbooks—ask questions nobody has asked.
- **Embrace technology.** AI, renewable energy, healthcare innovations—all these fields need entrepreneurs.
- **Develop resilience.** The road will be tough, but the rewards will be greater than anything a job could ever offer.
- **Build networks.** Entrepreneurship is never a solo journey; your peers, mentors, and collaborators will be your greatest assets.

My own career, spanning collaborations with companies from the USA, Germany, Italy, and beyond, has shown me that Indian entrepreneurs can compete with the best in the world. The only difference between success and stagnation is the willingness to take that first bold step.

To all of you sitting here today—your degree is not the end, it is just the beginning. Some of you may take jobs, and that is fine, but remember: India does not need millions of job-seekers. It needs thousands of job-providers who will change the economic and social fabric of our nation.

As I conclude, let me leave you with this thought: **Opportunities are like ladders—you climb one step at a time. But if you dare to build ladders, you help not just yourself, but generations after you to rise.**

Don't just wait for the future — build it, own it, and let others find their place in what you create.

Thank you, and I wish you the courage to dream big, the strength to persevere, and the wisdom to create.

The future is yours—make it entrepreneurial.