



# POWERLINE

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## Sameer Gupta

Chairman and Managing Director, Jakson Group

🕒 August 2021



to be a carbon-neutral  
environmental, social

The Jakson Group started in 1947 as an electrical goods trading company in Delhi and later grew to become a leading diesel genset manufacturing company. However, over the past few years, it has been on a path of diversification to become an integrated energy solutions company. "Diesel gensets continue to be a significant part of our business and have been clocking a CAGR of 6-8 per cent in the past few years. But we want to expand our offerings in the energy sector, which is our core competency. So, we have entered into EPC contracting in the T&D space as well as solar, which makes sense from the sustainability point of view." Interestingly, Gupta recalls that it was during the global financial crisis of 2008 (following the collapse of the US's Lehman Brothers) that the company realised that it needed to transition from a "one-business company", as its revenues were significantly impacted.

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In terms of management style, Gupta follows a consensus-based approach and likes to take the team along. "We are very open to feedback from not only the leadership team but also other employees," he says. He currently spends a lot of time on the company's operations and relationship management but, going forward, he wants to focus more on strategy and mentoring.

Gupta is excited about the future of the energy sector, which is witnessing a transition towards non-fossil fuels with new technologies on the anvil. "We might land up using hydrogen instead of diesel for the same generating set!" he remarks.

Gupta did his engineering from Pune University and has recently done an executive management course from Harvard University. During his free time, he enjoys reading, and experimenting with food and new places.

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