



When we connected 2 worlds apart - Hiring MBB folks for culturally different Indian Co.

About the Company

Murugappa Group's Tube Investments of India Limited India is a leading engineering company engaged in the manufacturing of precision steel tubes.

Background

Building Chairman's office in **Chennai** for which MBB folks were required.
Aggressive 5-year growth plan: Projected 10x growth

Why MBB Folks only?

- ✓ Required fresh ideas from a multiple perspectives.
- ✓ Required the best thought-structuring and research ability.
- ✓ Required people who can strategize and execute big changes

Challenge and our Solution

MBB folks are used to working with speed - solving quickly and moving on to the next thing - the complete opposite mindset. Patience, stability, and long-term vision were of utmost importance. MBB work skills x. stable conglomerate's mindset.



Targetted people seeking stability in an established firm as an exit.



Targetted people with hometown in/around Chennai

Our core competency - We understand the mindset of large established Indian companies.

We understand and appreciate the unique needs of Indian promoter companies.

- ◆ More pragmatic financial approach - Do not burn money as fast as startups.
- ◆ Decadal vision: work systematically and with stability towards a long-term goal.
- ◆ Value candidates exhibiting loyalty and belief in firm's long-term vision.