

SALUTING THE SPIRIT OF CHAMPIONS!



REST IN REASON...
 MOVE WITH PASSION...!!!!

FIRE IN
 THE HEART

Never 'Being Woman' ever allow you to stop achieving your dreams!

Nafeesa Moloobhoy's entry in Moloobhoy's and thereby maritime logistics, is truly the hand of fate. As she says, "otherwise, a girl who was married at early age before even a graduation, what was my chance to be in this industry?"

She never dreamt that she would ever work, especially after getting married into one of the prominent Muslim families and certainly never thought one day be the Managing Director of a 114 year old company!

How did it all start? Unfortunately after a few years of being married, her husband had a health issue and could not continue to work. At that time, the company was around 94 years old and young Nafeesa's heart used to cry out for it to complete at least 100 years.

Since her husband is the only son, there was no one but her who could take over the responsibility of managing the company. Challenges are a part of every successful career and facing and surmounting them is a big learning too apart from satisfaction.

Her biggest challenge initially was that she was a woman in this male dominated shipping industry and from a non marine background. Just to get people to take her seriously was a challenge and her own lack of academic knowledge in the field of shipping added to her woes.

She remembers taking a long time to figure out the rules and regulations that governed the shipping industry, especially since she had



- MRS NAFEESA MOLOOBHOY
Managing Director
A. S. Moloobhoy Pvt. Ltd.

no idea about the products they sold or their application on the vessels.

However, as they say - when you throw someone into the deep end of the pool, either one learns to swim or sink. As a natural survivor that Nafeesa is, she learnt the business and that too, at top speed due to not having a choice.

Work - life balance was another very significant challenge. My two daughters were very young and I had to be "mom" in the early mornings and then shift gears into "business head" for the most part of the day and back to "mom" when I got back home late in the evening.

I realised time management was the only option and today she thinks managing time is one of my biggest strengths.

Those were tough days for Nafeesa, learning for herself and simultaneously not faltering in front of employees, colleagues, customers.

Many wrote her off, especially her competitors and her husband's ex partner. They made fun of her and would make many sarcastic comments, each of them, betting on just how short lived my career would be. Some

said months, others even said she would last only a few weeks. Lo and behold - And here she is, after 17 years, still opening new branches and new verticals at Moloobhoy's !!

Her biggest achievement at Moloobhoy's is the professionalising of it.

She proudly confirms to have turned it around from just a family business to a professional company, and that too retaining old family values of integrity, ethics and zero tolerance for customer complaint.

She takes pride in her Business going international with opening offices in the UAE (we have an office in Fujairah, Dubai and Abu Dhabi) and Oman. Their new 5 storey service building at Turbhe has been big milestones in her career.

However, her biggest satisfaction comes from creating jobs and changing lives.

Many people who joined the company from very humble backgrounds, today they have grown into smart, professional,



successful and mainstream people of the Marine fraternity.

She thinks that in today's day and age - women are an integral part of every industry including Marine. By managing oneself with dignity and respect- one

expects the same from industry ..

She always felt that after the initial shock at her entry into the maritime world in those early years, her gender subsequently became inconsequential- and only my performance mattered. **She thinks that her daughters' too echo the same sentiments and the Moloobhoy family, remain deeply indebted to the Marine industry for welcoming the Moloobhoy women and always treating us with dignity and respect.**



Nafeesa's message to the young women is, "never being a woman ever allow you to stop achieving your dreams. If you allow your gender to become a differentiating point - it will - but if you determine to just work with passion and pride and win on merit - then no one can stop you and even this male dominated marine industry will embrace you with warmth and respect as they did Moloobhoy's !"