

# THE **KAMAKSHI** JOURNAL

***The Corporate World Did Not Just Train Me. It Transformed Me.***

**Some Journeys Begin as Experience. The Rare Ones Become Identity.**

When I first stepped into Tata Communications, I thought I was entering a company for experience. I wanted to understand what the corporate world looked like, how large organizations functioned, how they thought, how they spoke, and how they built business at scale. But what I did not know then was that this journey would go far beyond internship, designation, or exposure. It would shape my thinking, discipline, confidence, ethics, and the way I look at business itself. My father had always told me one thing very clearly, if I was ever going to work in a corporate, it had to be Tata. That was his condition. And today, when I look back, I realize it was not just a condition. It was wisdom.



**Before I Entered Tata, My Corporate World Existed Only on Screen.**



I will be very honest before Tata Communications, my idea of the corporate world was extremely different. I had never really worked in a corporate setup before. I had never worked outside my own office environment. And strangely enough, a big part of my imagination of business came from one place: Suits. I have watched that series nineteen times, and I am still watching it. I always admired Harvey Specter his mindset, his confidence, his sharpness, his standards, his ethics, and the way he carried pressure. In many ways, if someone ever asks me where I got my first unofficial business education from, I would jokingly say, Suits. So when I entered Tata Communications, it almost felt like I was stepping into my own version of that world. And in that journey, Tata became my real-life Specter environment.

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## ***Every Great Beginning Has a Mentor Standing Quietly Behind It.***

My Tata journey began on 24th August 2023, when I joined as an Intern CSM, working on customer success for European clients, inventory standardization, and L2O. That is also where I met the man who became my first mentor in the corporate world Mr. Salil Rane, Vice President, Continental Europe. Working with him changed me in ways I still struggle to fully put into words. Every day with him felt different. Every day brought a new task, a new challenge, a new perspective, a new lesson. He was not just teaching work, he was shaping instinct. He was, and still is, one of the finest sales minds I have ever seen. From him, I learned that sales is not pushing a product it is creating value, understanding people, and positioning with intelligence. I still remember the late nights in office, the dinners, the long conversations, and the kind of guidance that stays with you long after the role changes. Some mentors teach you tasks. Rare mentors teach you temperament.



## ***For Eight Months, I Was Not Just Learning the Business. I Was Learning the Weight of Professionalism.***

Those first eight months changed my life. They taught me how big corporates think, how they operate, how they deal with clients, how they structure decisions, and how seriously they carry responsibility. I started understanding that business at that scale is not only about ambition it is about process, discipline, patience, and consistency. It is about showing up every day with seriousness. That phase introduced me to the rhythm of real corporate life, the pressure, the preparation, the accountability, and the standards. For someone coming from a more self-driven environment, that was not just a career step. It was a mental shift.

**Promotion Does Not Only Bring Pride. It Brings a New Standard to Live Up To.**

Then came 19th April 2024, a date I will always remember. I got promoted and was selected into the team of Mr. Anurag Mathur, Senior Vice President, Sales BFSI India. That move meant a lot to me. I joined as a Sales Associate, and I became the youngest sales associate at Tata Communications. It was a proud moment, but pride in the right environment always comes with responsibility. Working with Anurag taught me a completely different dimension of business. His sales skill was exceptional, but what stayed with me most was his patience, his control, and his understanding of how relationships are sustained in business over time. In that team, I learned that retaining business is as much an art as winning it. I arranged customer visits to the head office, helped showcase products and services, opened funnels, and participated in conversations that made me think far more strategically. That phase sharpened me.



**Pressure Does Not Break the Right People. It Introduces Them to Themselves.**

What Tata Communications slowly started doing to me was deeper than professional development. It was shaping me as a person who could one day carry greater responsibility. It was teaching me how to operate under pressure, how to manage long hours, how to be dependable, how to think clearly when accountability is high, and how to carry myself in environments where one mistake can have weight. These are not small lessons. These are the lessons that prepare someone not just for a job, but for leadership. Looking back, I realize Tata was not just changing my resume. It was shaping the kind of businessman I wanted to become.

**"I joined Tata Communications to gain experience. I left with perspective, discipline, and a family."**

**Then Technology Stopped Being a Buzzword and Became a Way of Seeing the Future.**

On 10th December 2024, I joined the Innovation Team, where I was picked by the person who completely changed my view of technology Mr. Saurabh Sahay, Director of Innovation and Corporate Strategy. That phase was transformational in a different way. Until then, I had seen technology largely through business value. But Saurabh made me understand the deeper meaning of innovation the what and the how behind technology. Under him, I learned the real meaning of AI, AI agents, and how innovation is not just about building something new, but about positioning it correctly. We worked on voice bots, chat bots, smart drones, video analytics, and several other innovation-led ideas. What I admired most about him was that he never accepted technology at face value. He always asked, Why will this work? How will this work? That questioning mindset stayed with me. He taught me that innovation alone is not enough. If the positioning is weak, even the best product struggles. That lesson is gold.





**A Great Institution Leaves You With More Than Knowledge. It Leaves You With People.**

One of the most beautiful parts of my Tata journey was this, when I joined, I literally knew no one in the firm. Not one person. But by the time I reached my last day, I had a family. And I do not use that word lightly. My teams were incredibly supportive, generous, and nurturing. The people around me did not just help me work they helped me grow. I learned so much from colleagues like Meghna Bavshi, Mrunal Bhingarde, Aletia Gomes, Bhavini Shah, Meenal Shukla, Rajesh Menon, Rahul Ghule, Dheeraj Tripathi, Ipshita Mukherji, Akshay Shah, Vaishnavi Srivastava, Gayathri Gopi, Yasar, Sandeep, Amar Patel, Shweta Jagtap, Saloni Tandon, Keshav Ji, Prashant, Palavi, Abhiruchi, Swapana, Abhimanyu, and many more. Each of them, in their own way, added something to my journey. Encouragement, Guidance, Energy, Perspective, Care, And for that, I will always remain grateful.

**Some Companies Give You a Role. Very Few Give You a Foundation.**

When I look back at Tata Communications today, I do not only think of designations, promotions, teams, or projects. I think of what it gave me internally. It gave me discipline. It gave me structure. It gave me mentors. It gave me pressure that made me stronger. It gave me people who believed in me. It gave me a deeper respect for professionalism, for excellence, and for the ethics that a great institution can build into a person over time. The standards the firm follows, the seriousness with which it operates, and the culture of learning and responsibility it carries are things I genuinely admire. It was a privilege to work there.

**There Are Places You Work At. And Then There Are Places That Stay Within You.**

For me, Tata Communications will always be more than a company I worked at. It was a place that shaped me in one of the most important phases of my life. It taught me how big businesses think, how real professionals operate, how innovation must be questioned, how sales must create value, how pressure must be carried, and how people matter as much as process. I entered Tata to understand the corporate world. I left with far more than that. I left with lessons, mentors, friendships, memories, and a stronger version of myself. And for that, I will always carry deep respect, gratitude, and pride for having been part of Tata Communications.

