

Inside: Donald Trump Win – India Impact

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Chandrashekar V: The Visionary Leading Gmmco Ltd. into the Future of Infrastructure

Few leaders combine technical expertise, strategic vision, and people-centred leadership like **Chandrashekar V**, Managing Director and CEO of Gmmco Ltd. Under his stewardship since 2019, this CK Birla Group company has transformed from a traditional equipment supplier into a comprehensive technology-driven solutions powerhouse. Chandrashekar reflects on his journey, Gmmco's growth, and the future of infrastructure in India.

By Tarannum Manjul.

You've had an extensive career spanning over three decades in infrastructure, mining, and construction. What key milestones or turning points in your journey have shaped your leadership style?

Starting on the shop floor taught me the value of hands-on experience while managing operations across Northeast India, Nepal, and Bhutan, and establishing the presence of a European equipment company in Southern India strengthened this foundation.

Perhaps the most defining point in my career was a 14-year tenure in the infrastructure industry before joining Gmmco. Managing projects across hydroelectric, irrigation, mining, and oil & gas taught me the importance of effective decision-making and tackling large-scale challenges. These experiences shaped my "12th man" leadership philosophy—always ready to provide support but empowering my teams to lead. Leadership, to me, is about responsibility, not power.

Gmmco Limited is known for its world-class engineering capabilities in infrastructure and mining. What recent innovations or strategies has Gmmco implemented to stay ahead in these competitive sectors?

Our transformation has been multifaceted. We restructured Gmmco into independent profit centres for Construction, Surface Mining, Underground Mining, Energy, Transportation, and Rental & Used Equipment, which allows us to deliver specialised solutions with operational excellence.

A significant step forward has been the creation of GTS (Gmmco Technology Services), our Hyderabad-based subsidiary, which employs over 50 mining professionals offering full mining consultancy from exploration to ESG and engineering. Through a joint venture with Germany's Hauhinco Holding GmbH, GTS employs over 80 engineers, advancing our specialised

Over his decades-long career, Chandrashekar's journey has been defined by a steadfast commitment to excellence, innovation, and a deep-rooted belief in empowering others. He shares insights from his remarkable journey and his vision for the future.

design and engineering services. Our strategic alliances with Schneider Electric and JLG further expand Gmmco's role in the infrastructure sector.

The infrastructure and construction industries are rapidly evolving with new technologies like automation and AI. How is Gmmco adapting to these advancements, and what do you see as the future of these sectors?

Digital transformation has always been central to our strategy. Today, over 70% of our customers are online, with 45% of parts transactions happening digitally. We use digital inspection tools and Scheduled Oil Sampling (S.O.S) for predictive maintenance, helping optimise equipment availability and enables proactive solutions like repair before failure.

We've also invested in AI and automation to enhance our employee and customer experience. Our GmmcoAssist platform provides comprehensive services through multiple digital touchpoints, including mobile apps and web portals. This digital integration extends to our equipment, which features advanced telematics for real-time monitoring and predictive maintenance.



At Gmmco, Leadership Means Empowering Teams, Driving Innovation, and Committing to Sustainable Growth

Sustainability is becoming a significant focus across industries. How is Gmmco integrating sustainable practices into its operations, particularly in energy-intensive sectors like mining and construction?

Sustainability is integral to our operations. We prioritise equipment that combines high performance with lower fuel consumption. For example, our 95-ton excavator consumes 20% less fuel than comparable models. Additionally, we're exploring battery-operated equipment, hydrogen-driven engines, and biofuels.

Beyond equipment, we've adopted paperless operations, solar-powered workshops, energy-efficient lighting, optimised water use, and efficient oil waste disposal. Our commitment to sustainability extends to our customer solutions, where we support their environmental goals by optimising equipment utilisation and performance.

What are the biggest challenges the infrastructure and construction sectors face today, particularly in India, and how do you see Gmmco contributing to overcoming these hurdles?

One of the most pressing challenges is the shortage of skilled manpower, especially as equipment becomes more digitally advanced and interconnected. At Gmmco, we address this through extensive training and development. We've established world-class training centres in Chennai and Nagpur to equip our workforce with the latest skills in handling high-tech equipment, digital inspection tools, and remote operation technologies. Our goal is to attract and retain talent while providing up-skilling with global institutions. We believe in enhancing excellence and fostering well-rounded development by providing



overseas exposure and training for our team, enabling them to stay ahead in a rapidly evolving industry.

As a leader, how do you foster innovation and growth within Gmmco, and what advice would you give to young professionals looking to build a career in the infrastructure and construction industries?

At Gmmco, fostering innovation begins with creating a culture where individuals feel empowered to take ownership of their work. I lead with a hands-off approach, like the '12th man' in cricket—supporting as needed but letting take the lead. This style encourages our people to embrace challenges and learn from every experience. I've found that by giving people the freedom to innovate and trust in their abilities, we drive a level of commitment and creativity that's essential for growth. For young professionals, my advice is to embrace dedication, honesty, and a strong work ethic. The infrastructure sector in India is full of potential. With AI, automation, and sustainability reshaping the industry, be adaptable, commit to learning, and remember that leadership means empowering others and taking responsibility. **BW**