

MAKING IT BIG IN THE CITY

Despite being let down by the demands of a competitive job market, an aspiring student from a modest rural farming family gets a chance to join the IT industry and work with an MNC major.

“My father is a farmer and a laborer. The income is irregular, so some months we would have more, and some months, nothing at all.”

The Indian higher education system has faced unprecedented transformation over the past decade, and keeping pace with it has become daunting. The mismatch between the aspirations of young people and demands of the job market complicates the situation, rendering most basic degrees obsolete and raising the bar for minimum qualifications.

Dhyaneshwar Gawalkar’s professional journey highlights the pitfalls of this reality. Growing up in a family of farmers, Dhyaneshwar dreamed big, of working in the public sector or for an MNC. Armed with a B.Com degree, he believed he was on the right track to attaining that goal. But after months of remaining hopeful, Dhyaneshwar remained unemployed as couldn’t find a job that matched his expectations.

“My father is a farmer and a laborer. The income is irregular, so some months we would have more, and some months, nothing at all,” he remarks. Needless to say, the fact that Dhyaneshwar was now dependent on his family meant lowered savings and purchasing power.

What he needed was an opportunity to develop relevant skills and an edge over the competition.

The DET Value: A small step becomes a huge leap

Dhyaneshwar joined the DKF course in Hubballi. DKF aims to equip students with practical accounting skills coupled with soft skills in order to prepare them for the 21st century job market. Instead of theoretical learning, the DKF program is designed to give a jumpstart to students wishing a career in finance, with a more hands-on approach, both in the classroom and outside.

“I used to scold my son for loitering around with his friends around the village. I would often worry about his future. I don’t know what and how they taught him but now he has become so mature and has a stable job in Bangalore. He also supports the family financially and sends money every two months.”

- Gawalkar’s father

WHAT WORKED FOR DHYANESHWAR

- MS Excel
- Accounting skills
- Grooming and etiquettes
- Interpersonal skills

DHYANESHWAR C GAWALKAR | Deshpande Koutilya Fellowship (Accounts), Alumnus, 2016



I was excited when I came to DET. It was very different from college where professors taught us theory. Here at DET we discuss what we think. We discuss ideas.

Dhyaneshwar makes a special mention of the digital literacy classes at DKF. For those with little exposure to technology, the digital literacy classes have proven to have had immense benefits: “I learnt about Google and how to perform a Google search, and created an email ID for the first time.” Today he continues to build on the knowledge he gained during DKF. “We were frequently asked to make presentations and were given feedback on our slides and presentation skills. This is something I still find useful in my work,” he says, smiling. Evidently, it is programs like DKF that serve as incubators to fill gaps created by the existing higher education system in India.

It was not just the classes that he enjoyed. A large part of the DET experience centers on the rigor and discipline advocated to students. It also offers students a diverse community in which to grow and learn. Students are encouraged to form lasting bonds at DKF.

Productive careers: One goal down, many more to go

Dhyaneshwar was immediately placed with a Bangalore-based company after graduation. While he enjoyed the work, he continued to dream of working for an MNC. His chance arrived five months later, when he found out about

a vacancy at Capgemini. After several rounds of interviews, he was offered a position as a trainee associate. He soon worked his way up the ranks and was promoted to the role of process associate within six months. As process associate, Dhyaneshwar’s responsibilities have grown, and so has his salary. His remittances to the family have been a welcome break too. “Every two months, I transfer around Rs. 15,000 to my parents. It feels good to be able to help them.”

Dhyaneshwar’s experience at DET has been influential in shaping his career. From grooming and communication etiquette to leadership and discipline, the values imparted at DET have brought on tremendous transformation. He also recounts how he took away tips and tricks from his insightful mock interviews; these have equipped a small farmer’s son to find a place in a global career field.

As with any life-changing occurrence, Dhyaneshwar struggles to find the right words to sum up his DET experience. “Before DET, I lacked the drive to achieve a goal. Today, I want to break into the BPO industry and am already working towards this.” He attends ERP classes over the weekend and builds on the knowledge and training he received at DKF.

STUDENT PROFILE AND IMPACT POST-DET

Educational qualification	B. Com
First generation learner	Yes
Pre-DET monthly household income	Rs. 5,000
Sector of employment	Finance
Hailing from	Mundwarthempade
Working in	Bangalore

Salary Increment (INR):

