



Mr. Salim Ghauri

Founder & CEO, NetSol Technologies Limited

“The key to being a successful entrepreneur is how you manage your people. Once you learn how to manage your people, you will be successful”

ICMA Pakistan: NetSol Technologies is a leading software company and the only CMMI Level 5 organization in Pakistan. We would be pleased to hear from you about the key factors that have led to its remarkable success?

Salim Ghauri: We were always working with BLUE CHIP companies in the World and the first thing they require is quality output. Quality output was not possible until you had CMMI level 5.

ICMA Pakistan: What was your vision when you formed NetSol Technologies way back in 1996? How far you have achieved your targets and what are the other milestones which you are still pursuing?

Salim Ghauri: There was one aim, one vision, one dream to make NETSOL a truly global system provider. We have

achieved that. Today we are one of the leading companies in the world, selling our finance and lease software and we are very successful. So, dreams and vision have been achieved.

ICMA Pakistan: ICMA Pakistan learned that being a leading IT entrepreneur, you have a success story. Please identify some areas and skills required for successful achievements in the professional career?

Salim Ghauri: The key to being a successful entrepreneur is how you manage your people. Once you learn how to manage your people, you will be successful. It is all about handling people properly so they work for you, they bring the best of them; they are dependent on how you lead them, how you manage them.

“There is a huge market out there in the Finance and Lease industry and Pakistan has produced one of the best financial grouse in the World”

ICMA Pakistan: What international freelancing opportunities do you foresee for the Pakistani finance professionals? How NetSol Technologies can facilitate these professionals in seeking such opportunities?

Salim Ghauri: There is a huge market out there in the Finance and Lease industry and Pakistan has produced one of the best financial grouse in the World. We have seen it in the Middle East, the USA, and other regions. So, the market is there. People have to start exploring freelancing, and they should register themselves and make sure they are available. They have to identify the areas with us and we will see how we can help them.

ICMA Pakistan: What are the current challenges restricting the growth of the IT industry in Pakistan? How these challenges could be surmounted?

Salim Ghauri: I personally believe that Pakistan's IT industry has turned the corner. It has reached maturity and now we see the growth. Few challenges are always there like travel restrictions are creating issues because of COVID but I think they are minor. I think COVID is creating many opportunities and with online training and e-Commerce, this is the best time for Pakistan to grow further.

ICMA Pakistan: Would you like to suggest some new initiatives that the Government must take to revolutionize the IT industry in Pakistan, especially in achieving exponential growth in our IT exports?

Salim Ghauri: I think the biggest thing that is already happening is the digitalization of the public sector. Once

“I personally believe that Pakistan's IT industry has turned the corner. It has reached maturity and now we see the growth”

government starts digitization, the Pakistan IT industry will get involved with them, and there will be much learning with helping the Pakistan government. All these players will then be going to the export market offering their services to the world.

ICMA Pakistan: You are seen as a staunch and vocal supporter of talent development in the country through quality education and innovation? How ICMA Pakistan can join your hands in promoting this initiative?

Salim Ghauri: Great idea for ICMA Pakistan to join NETSOL and we can work together to produce some of the best technical and financial experts. I think that it would be a great thing for both of us to work together.

“I would like to offer myself to be invited to take a session with last year's students and spend time with them. We can do it regularly”

ICMA Pakistan: ICMA Pakistan is willing to sign an MoU with NetSol Technologies to organize training programs for the finance professionals in facilitating them to avail freelancing opportunities. What are your views?

Salim Ghauri: I believe the two organizations, ICMA Pakistan and NETSOL are both putting a value on each other. It will be an honor for NETSOL to work with ICMA Pakistan in any way together. So we look forward to forming a document that identifies how we can assist each other to help financial freelancers explore the bigger market.

ICMA Pakistan: The Members and Students of ICMA Pakistan would love to learn from your professional achievements. What is your message to the members and students of ICMA Pakistan?

Salim Ghauri: First of all, I would like to offer myself to be invited to take a session with last year's students and spend time with them. We can do it regularly. I may be invited to spend 40 minutes to share my views and experience and guide the students about the future. I would be happy to do that.

The Editorial Board thanks Mr. Salim Ghauri, Founder & CEO, NetSol Technologies Limited for giving his exclusive interview for Management Accountant Journal.