

## From Doubt to Determination: The Rise of SEVA Facility Management

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Breaking away from middle-class mindsets, social conditioning, and the perceived safety of a secure job is never easy. But when conviction overpowers comfort, it can shape not only one individual's destiny but also create opportunities for many others. Such is the inspiring story of Kamlesh Deepak Otawkar, founder of SEVA Facility Management & Services, who transformed struggle and perseverance into a trusted and growing enterprise.

At 40, Kamlesh Otawkar, a resident of Thane, hails from a modest Marathi middle-class family where salaried employment was considered more secure and respectable than entrepreneurship. His father firmly believed, "Business is not meant for Marathi people," a perspective shaped by his own life experiences and the prevailing social mindset of that time.

Kamlesh believes growth never happens within a comfort zone.

After completing his education in hotel management, where he developed a strong foundation in discipline, operations, customer service, and management principles, Kamlesh secured an opportunity to work abroad. Financially, it was a rewarding phase. He earned nearly ₹1 lakh per month, enjoyed a comfortable lifestyle, and had a stable future ahead.

Yet, something felt incomplete.

He realized that money alone, without purpose and passion, could not provide true fulfillment. This realization led him to make one of the toughest decisions of his life — returning to India.

The shift was dramatic. From earning ₹1 lakh overseas, he accepted a sales job in India paying just ₹18,000 per month. The decision invited criticism, skepticism, and even ridicule. Financially and emotionally, it was a challenging period.

But Kamlesh remained firm in his belief.

He understood that to become a successful entrepreneur, mastery in sales and marketing was essential. For the next six to seven years, he immersed himself in the field of sales — a phase he calls his "real university." During this period, he learned how to handle rejection, understand customers deeply, build trust, and perform under pressure.

Every "no" made him stronger. Every failed deal sharpened his business acumen. Every small win boosted his confidence.

Gradually, he laid the foundation of SEVA Facility Management & Services. The company began on a modest scale, initially supplying cleaning materials and stationery. At the time, it had just three clients. There were moments of doubt when he wondered if his father's skepticism had merit.

But then came the turning point.

Two of those three clients entrusted him with manpower services — not because of the company's size, but because of his honesty, commitment, and reliability. Kamlesh embraced the responsibility wholeheartedly.

That opportunity transformed the trajectory of the business.

Today, SEVA Facility Management & Services has grown organically and steadily. The company serves more than 40 reputed clients and manages over 300 manpower staff. In the multi-facility management services sector, SEVA has established itself as a trusted and dependable name.

The journey has not been without challenges — delayed payments, employee responsibilities, sleepless nights, and high-pressure situations. But each obstacle strengthened his character and deepened his resolve.

For Kamlesh, business is not merely about profit. It is about responsibility, opportunity creation, and service — a philosophy reflected in the company's name, SEVA. He firmly believes that service rendered with integrity leads to sustainable success.

Reflecting on his journey, he often says:

“Big businesses don't start big. They start with belief, consistency, and courage.”

From earning ₹1 lakh to accepting ₹18,000, from three clients to over forty, and from doubt to unwavering belief — Kamlesh Otawkar's journey stands as an inspiration for anyone from a middle-class background who dares to dream.

### **Selected for Maharashtra's Prestigious Awards**

Recognizing his dedication and achievements, he has been selected for the prestigious “**Maharashtra Business Icon 2025 / Maharashtra Style Icon 2025 / Maharashtra Fashion Icon 2025**” awards.

This honour is being presented by **Reseal.in and India Fashion Icon Magazine**, celebrating Maharashtra's emerging entrepreneurs and artists.

The selection marks a proud moment not only for him, but also for the entire region.

### **Presence of Renowned Film Personalities**

The grand award ceremony will be graced by celebrated film personalities:

- **Ms. Varsha Usgaonkar (Bollywood Actress)**
- **Ms. Sonalee Kulkarni (Indian Actress)**
- **Ms. Prarthana Behere (Indian Actress)**

### **Event Hosted Under Expert Leadership**

The event is organized under the leadership of **Mr. Sudhir Kumar Pathade**, Founder & CEO of Reseal.in (Sure Me Multipurpose Pvt. Ltd.), who continues to provide a national platform for Maharashtra's rising entrepreneurs, designers, and creative talent.

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