

# TOWERING PRESENCE

**Narendra Kandhari**, founder, **Sahil Real Con Pvt. Ltd.**, is a dynamic entrepreneur who has exhibited exceptional business acumen in exploring the new concepts and regimes in real estate sector. He has blended imagination, intellect and technical innovation to develop high-end realty projects in Indore



**Narendra Kandhari**,  
Founder, Sahil Real Con  
Pvt. Ltd.

**K**nowledge comes not from books but from real life experiences. The life story of Narendra Kandhari, founder, Sahil Real Con Pvt. Ltd. reminds us that with determination, sheer grit and a pinch of luck anyone can overcome the odds and attain phenomenal success.

A daredevil, hard worker, a trendsetter and a trusted name in Madhya Pradesh, Narendra is one of those few successful businessmen who started out empty handed and without any formal education. Rising from poverty to affluence, the journey of Narendra Kandhari is an inspiration for many young entrepreneurs today. Being the top-

notch real estate developer today, he never thought his life would take him places when he started off.

## THE JOURNEY BEGINS

Narendra Kandhari was born to lower middle-class family in 1955. His father Roopchand Kandhari was a truck driver. Difficult times struck the family when Kandhari's father passed away when he was barely 7 years old. Thereafter, his mother Krishna Kandhari started doing odd jobs to manage the education and essential needs of four children. Looking at his mother's hardships, Narendra decided to drop out of

## A TRUSTED BRAND

For Sahil Real Con Pvt. Ltd., it is their innovative thinking, precise planning and emphasis on quality that has helped them emerge as a trusted brand over the years. Narendra Kandhari's positive thinking and in-depth knowledge of the field helped him navigate through the challenges. Sahil Real Con holds various renowned projects in their kitty like Sahil Residency, Sahil Regency, Anmol Tower, Krishna Tower, Roop Tower, and more. The company has so far developed over 500 bungalows and more than 500 flats.



school when he was in 8th standard. Aiming to earn a living for his family, he then worked as a daily wager, offered tyre puncture repair service and worked at various small shops. "I do not consider any job as small or big. It was necessary for me to earn money for my family and I did whatever I could do to sustain," he asserts.

Later, he started a small shop of household electrical appliances from where he got the idea of starting a real estate business. "There was a property broker's office near my shop. In my spare time, I gained insights about the property and real estate business from that broker. From there, I got the idea of venturing into real estate," recalls Narendra.

#### TAKING THE PLUNGE

The onset of his real estate business was by constructing houses on small plots of size 10x50 sq.ft. in Sudama Nagar area in Indore. In the year 1990, he started Shakti Construction Company and offered



affordable houses starting from Rs 50,000 onwards. However, his hunger to achieve success made him experiment into various sectors, and he started a furniture factory at Sanwer Road simultaneously. "The furniture business did not scale up and I suffered a loss. I even had to drive auto rickshaw for a few years to manage the household expenses," shares Narendra. However, his real estate business picked up pace and he continued to construct small houses for people who had never dreamt of owning a house in Indore.

Gaining great success, he entered into the construction of commercial spaces under the banner of Sahara Construction Company. Since then, there has been no looking back for the dynamic visionary. "I worked tirelessly without looking at the time. I was so engrossed in the race for a bright future that many times I skipped my meals. All my efforts and prayers of my family paid off," shares Narendra.

#### SECRET OF SUCCESS

It is a proven fact that none of the accomplished businessmen rose to fame



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**NARENDRA KANDHARI**

Founder,  
Sahil Real Con Pvt. Ltd.





overnight. It took a lot of planning, hard work, customising according to market needs and perfect execution of the ideas. Even for Sahil Real Con, it is their innovative thinking, precise planning and emphasis on quality that has helped them emerge as a trusted brand over the years. Narendra Kandhari's positive thinking and in-depth knowledge of the field helped him navigate through the challenges.

"When we take up a project, our aim is to deliver the best quality to the customers, even if it means reducing our profit margin. This is the reason that people trust us. I feel blessed that even before completion of my project, it is sold out," says Narendra. His project, Shivneri Sahil Empire which is a luxury enclave of majestic 3 & 5 BHK apartments in Indore received unbelievable response even when the market was muted.



"When we started the construction of Shivneri Sahil Empire, people thought I was taking a huge risk and that the idea won't impress the customers of Indore. But contrarily, people liked our innovative idea and planning behind the apartments," informs the gritty real estate developer.

#### DELIVERING THE GOODS

Most of the projects by Sahil Real Con consists of some mind-blowing amenities like landscaped gardens, indoor games, community hall, gymnasium, intercom, rain water harvesting, lift, clubhouse, health facilities, car parking, fire safety, gated community, 24-hour power back-up, drainage and sewage treatment, meditation hall, jacuzzi, business centre, super market, home theatre, gaming cafe, toddlers pool,

security, kids pool and much more. Sahil Real Con holds various renowned projects in their kitty like Sahil Residency, Sahil Regency, Anmol Tower, Krishna Tower, Roop Tower and more. The company has so far developed over 500 bungalows and more than 500 flats.

#### LIKE FATHER, LIKE SON

Staying afloat through all ups and down of real estate market and being on the top of the ladder for more than 25 years is challenging. However, for Narendra Kandhari, his business grew exponentially as soon as his son Vipin Kandhari joined him. Like his father, Vipin also did not pursue higher studies but the technical knowledge and operational know-how was inherited from his father directly. He joined the venture in 1998 and has been successful in taking his father's business to the next level. "My son is managing the business brilliantly. I do not have to worry about my company anymore as it is in safe hands. He is an ideal son," shares Kandhari.

Assured of his real estate firm being in expert hands, Narendra wishes to venture into education and health sector in the years to come. He has recently entered into the hospitality sector also with a stylish restaurant named, Tonic Restobar.

"I want to gift a school with world class

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facilities and a hospital with all amenities to the people of Indore," says Narendra.

#### VALUED WORKFORCE

For the employees at Sahil Real Con, Narendra is a father figure and is affectionately called 'Bauji' by all. He also has similar fondness for his team and treats them like his own kids. Apart from giving plenty of benefits to the employees working with him, it is the oneness with them that keeps them associated with him. He feels Sahil Real Con Pvt. Ltd. is a leading player in real estate industry today because of his workforce.

#### SERVICE TO SOCIETY

Narendra Kandhari is known as a businessman with a heart of gold. Be it his friends, business associates, family and the society, he is someone who is compassionate towards all. His benevolent and humble nature inspires him to work for the society. Over the years, Kandhari has been involved in numerous philanthropic activities. During the initial year of the pandemic, he noticed the dearth of ambulances and instantly he gathered funds from his social group and donated ambulances. He also organises free health camps at regular intervals.

In 2018, Indore was flocked with Dawoodi Bohra community members from various parts of the world to attend a



religious conclave where their spiritual head Syedna Mufaddal Saifuddin was also present. Owing to a large number of community members joining the conclave, Bohra community members were facing a tough time arranging accommodation for all. Noticing this problem, Narendra, being the generous man he is, offered his luxurious apartments for the community members to stay, without a single penny in return.

#### ADVICE FOR YOUNG ENTREPRENEURS

Youngsters should work with honesty, determination and gain trust with premium quality is what Narendra advises aspiring entrepreneurs. He also emphasises on the boldness of taking risks and experimenting for a successful business.

#### PERSONAL CORNER

Family is the backbone for any businessman. Narendra Kandhari has also been lucky to have his family with him through his difficult times. He believes his mother, Krishna Kandhari and wife Chanchal Kandhari have been his source of strength over the years. "For starting my business, my mother and wife gave their gold jewellery to me. I am not proud of the



fact that I had to sell off their ornaments but the circumstances were such that I had to do it. Their support, affection and prayers have made me what I am today," shares Narendra.

He is a travel enthusiast and has travelled to various countries across the world. He makes it a point to travel abroad at least two times a year with his wife. He feels he has learned a lot travelling to so many countries.