

GQ's Most Influential Young Indians 2017: Next Gen

Meet India's next generation of tycoons



**THE
GQ 50
→ MOST
INFLUENTIAL
YOUNG INDIANS**
IN ASSOCIATION WITH



SHASHWAT GOENKA
Sector Head, Retail, RP-Sanjiv Goenka Group
AGE: 27 BORN IN: Kolkata

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When you're the grandson of India's 'takeover king', the late Rama Prasad Goenka, you'd think it'd be an easy launch right to the top. Instead, in 2013 Shashwat Goenka was given the task of making the RP-Sanjiv Goenka Group's hypermarket chain, Spencer's Retail, profitable. At the time, the early entrant in the retail space – dealing in everything from food and fashion to electronics and home essentials – was reporting losses of over ₹100 crores. Thanks to Goenka's efforts to “make the organisation more dynamic and agile”, Spencer's is now on the verge of profitability, and has expanded to 120 stores in 35 cities. He's also started a new FMCG business that includes healthy snacks promoted by influencers like Chetan Bhagat and Mallika Dua. The sort of new-age move for a storied family business that can only come from a savvy millennial.