

A VISIONARY LEADER ENHANCING THE QUALITY OF
LIFE WITH HIS IMAGINATION AND INNOVATION

Mohammed Mobin Mallick

AI has revolutionized the way we interact with technology and become an integral part of our lives transforming industries enhancing efficiency and providing innovative solutions. As the field continues to advance it is crucial to ensure responsible development and utilization to maximize the positive impact on society.

Founder & CEO
Kiran Smart



Mohammed Mobin Mallick is an innovator of Humanoid Robot Services, and the Founder of Mi-Robots Company Kiran Smart, headquartered in Dubai. Holding a Master's Degree MBA from Cardiff University, UK. He has several professional certificates under his name. He has vast experience starting from the manufacturing unit in LG, Sony, with expertise in the distribution channel management for Asian ethnic's garments in Wales (Cardiff – U.K.). He founded Kiran Smart as an IT company to serve the market with cost-effective solutions without compromising the quality and then diversified into robotics, artificial intelligence and fintech.

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Mr. Mohammed Mobin has delivered many public presentations and live demos on Robots in Smart City, Robots in Real Life, Robots in our future life, Robots in Education and Robots in Health Care. He continuously demonstrated for two years (2019 & 2020) on Hospitality Robotic Solution at the Stakeholder Conference organized by T-H-N in Dubai (UAE) under the Mi-Robots banner.

He is also a well-known speaker on Robotics and Ai. He is not limited to this as being the mentor but was a mentor in one of the GLOBAL VIRTUAL HACKATHON called ROBOCON 2020, the event that took place in Canada. He had been interviewed recently by Michael Overstreet from USA on Robot News as he does influence the market of robots globally.

A Prestige Firm in IT and Robotics

Kiran Smart was founded in the Year 2019. In 2021 it was established in India and in the recent year 2022 it is established in Dubai(UAE). In the beginning Kiran Smart had IT solutions and services with related products. But they have diversified to Robotics, AI, Digitization and Fintech as these technologies will truly take part in shaping the future.

The vision behind establishment of Kiran Smart was very simple.

While asked about what was the motivation for creating Kiran Smart, Mr. Mohammed Mobin remarks,

“A lot of factors motivated me to establish the company but my first preference was Freedom. Freedom for myself. Freedom of Imagination that I can bring into life. Freedom to work on the innovation I think of and achieve it. And also the freedom of finance. Also if I talk about humanity and the betterment of the world then I wanted to create job opportunities especially for freshers. Help poor people with jobs, shelter and food. And empower humanity with the latest technology, Robots.”



Kiran Smart leadership believes in collaboration instead of rivalry. Since its inception, the company has been continuously working in collaboration with the other so called rivals in the industry and is transforming the Robotics Industry with sheer enthusiasm and teamwork. Mr. Mohammed Mobin says that,

“I do not take any one as my rivals because rivals may have something which I don't have and which I have then rivals do not have. So to win in the market I always collaborate with my rivals. Finally I keep myself and the company towards innovation and that is our key to overcoming any rivals.”

As the current global trend, they offer a multitude of products and services in the field of Information Technology, but Robotics is their most exclusive offering. In the field of Information Technology, they face intense competition, but in the field of Robotics, they face only 10% competition. Their products and services are highly innovative and available 24 hours a day, seven days a week, making them very simple to distinguish.

For the future, they are currently working on a number of projects but their top choice is AI-powered robot tools.



VISIONS OF A VISIONARY

“Achieving global brand recognition as a Finest Solutions and Services provider where customers find the optimal business solutions to their needs.”

A clearly articulated vision serves as a compass, delineating the organization's long-term objectives and aspirations. It not only motivates employees but also aligns their efforts towards a common goal, fostering company-wide unity and collaboration. Vision for Kiran Smart in the words of Mr. Mohammed Mobin is,

In the next 5 years, Mohammed Mobin's prime personal goal is to become a Missionpreneur. There are many factors that will help him to achieve it: serving people and teaching people the right thing in their life. What he learned in these 16 years of experience, they should not lose the time in their life to find what the Mission in their life is? Therefore, he is working on different programs, courses, and workshops for people to know their Mission in life and have financial freedom. The main barrier is that he alone cannot cover the whole world at once. So he urges more people to come onboard for this honorable cause.

KIRAN SMART CORE STRENGTHS AND CHALLENGES

While asked about the upcoming challenges faced by the industry Mr. Mohammed Mobin said that there are many challenges but I just want to mention a few of them which are the most critical. First one is the technology revolution specially the AI which means we need to keep our team up to date on how to use AI. Customer retention is another challenge because keeping customers happy is not easy in the present world where we see a new company coming up with innovative services and products every day.



A LEADER'S WAY WITH EMPATHY AND VULNERABILITY

The strength of the company is the right team and the innovation that they have every now and then in their products and services. Mohammed Mobin took a great risk by investing all his money in robots and then COVID-19 started. He took it because it was his childhood passion to work with robots and serve humanity with his passion. This is how he has emerged as a leader in his industry and a motivational story in himself for others to follow.

Mr. Mohammed Mobin believes that empathy and vulnerability plays a major role in his leadership. Leaders who possess empathy can connect with their team members on a deeper level, understand their perspectives, and respond to their needs with compassion. This fosters a sense of trust, support, and collaboration within the team. Empathetic leaders are attentive listeners, provide constructive feedback, and create a safe environment where individuals feel valued and understood.

By empathizing with team members, leaders can establish strong connections, build rapport, and create a sense of camaraderie. This leads to increased collaboration, open communication, and a supportive team culture. When team members feel understood and valued, they are more likely to be engaged, committed, and motivated to achieve shared goals.



Leaders who demonstrate vulnerability create an environment of psychological safety, where team members feel comfortable taking risks, sharing ideas, and being their authentic selves. This fosters creativity, innovation, and a culture of continuous learning and improvement.

When leaders display empathy and vulnerability, they show that they genuinely care about their team members and their well-being. This builds trust and respect, as team members feel confident that their leader has their best interests at heart. Trust is vital for effective teamwork, collaboration, and achieving shared goals.

Mr. Mohammed Mobin says that he keeps it very simple and to the point by ensuring clear and transparent communication throughout the organization. Communicate goals, expectations, and provide regular updates to keep employees informed and engaged. Recognize and appreciate employee contributions and achievements. Celebrate successes and provide meaningful rewards and incentives to encourage continued motivation and high performance.

Offer opportunities for growth and development, such as training programs, workshops, and mentorship. Promote a healthy work-life balance by encouraging breaks, vacations, and flexible working arrangements when possible. Support employee well-being to prevent burnout and maintain motivation.

Continuously assess and improve processes, workflows, and systems to remove barriers and optimize productivity. Encourage a culture of learning, innovation, and continuous improvement.

When there is any disagreement and criticism then he uses a different strategy to handle it.

He listens actively and attentively to the other person's perspective without interrupting, shows respect and demonstrates his willingness to understand their viewpoint by putting himself in their shoes and trying to understand their emotions and motivations. Respond with empathy, acknowledging their feelings and showing that he values their input.

MR. MOHAMMED MOBIN SAYS THAT,

"I always see disagreements and criticism as an opportunity for growth and learning. I reflect on the feedback received and consider how it can help us to improve personally or professionally."

ADVICE TO ASPIRING YOUNG PEOPLE

Any business man needs to understand the nature of their business first and make their target audience to scale up the business. Choosing the right location for the business is too important. But to be the leader in any business one should not stop learning from other leaders. "The more you learn the more you earn".

SATISFIED CUSTOMERS ARE MOST VALUABLE ASSET

Mohammed Mobin Mallick says, "First, we teach our team how to deal with the client and what they want. Because each customer is different and comes from a different business or industry. So, we train our team so that satisfying the customer comes before getting the business. Second, we teach our staff how to build relationships with customers. Satisfied customers are our most valuable asset, and they also bring us new customers. We respond to our customers urgently and we take immediate action to provide the best solutions to their problem whether it is in the early morning or in the middle of the night.

