



Leaders List interview: 60 seconds with Vikash Gupta, VAR Capital

Date: 22 Nov 2023

Ashleigh John

This week's 60-second piece is dedicated to Vikash Gupta, CEO of VAR Capital.



Vikash Gupta

Tell Citywealth readers a bit about your role.

I am the CEO of VAR Capital, a multi-family office located in London. As the CEO, I am responsible for the day-to-day operations of the company, as well as leading strategic initiatives such as expansion and hiring. Additionally, I oversee the

management of our key clients, working closely with my team to ensure their satisfaction.

What does a typical day look like for you?

My job is very diverse and as a result, each day can be completely different. Typically, I begin my day by quickly reviewing the financial markets and then checking my emails. Throughout the day, I attend several meetings with clients, colleagues, and business partners. I have lunch with my co-founders most days, during which we discuss outstanding issues and topics related to the company.

In addition to my role as co-founder, I am also a member of the board for several other ventures. Some days, I attend board meetings or meet with colleagues from other companies where I have invested.

Tell us about some recent, interesting client instructions.

Like many private bankers, I had my share of interesting client instructions. An interesting one was to arrange an elephant for a wedding in the French Alps. Needless to say, that was one instruction where I failed as a private banker!

What challenges do your clients face and how are you helping your clients to overcome them?

Even though the financial markets and economies are resilient for now, the mood for clients continues to be sombre. Geopolitical issues and high inflation continue to haunt them as they navigate the complex world. It is our role to help them beyond their day-to-day worries and show them the reasons why they should think and invest for the long run.

What is your proudest professional achievement?

As a start-up wealth manager, we initially struggled to establish our name in the industry. However, during a period of struggle, we were incredibly proud to receive awards from Euromoney and Citywealth.

What do you consider to be the most important attributes for a leader?

Decisiveness, empathy, integrity and adaptability come to mind when I think of attributes for a leader.

Who do you most admire and why?

Monica, my new AI assistant. It helps me answer many questions in my day-to-day job, reads long articles for me and finds out the key points. Whether I used Monica to write this article, I will leave it to your judgement!

On a more serious note, I really admire Rosa Parks. She stood up to a vast establishment and inspired a generation against discrimination and racism.

Where was the last place you travelled to for work or pleasure?

I travelled to Dubai and Abu Dhabi most recently. The buzz, growth and energy were mind-boggling, especially from a private banking perspective. I also travelled to Zurich recently, which I consider the mecca of our industry.

If you weren't in this industry, what else might you be doing?

I would be in the tech industry. I sometimes wonder whether I should have remained there rather than shifting to finance.

How do you relax after a long day?

Most days, I ride back home on my Ducati motorbike. I find this relaxing, as it allows me to clear my mind and forget about work. A hug from my daughter and a smile from my wife alleviate any remaining stresses from the day.

You can view Vikash's profile on the Leaders List [here](#).

[back to news](#)