

Seizing Opportunities

Mohammed Al Husary, Co-Owner/Founder and Executive President of UAS International Trip Support and Founder and CEO of Corporate Sports, talks about his views on entrepreneurship and what it takes to stand out from the competition.



How did you begin your career?

I've been entrepreneurial for as long as I can remember. My father was a pioneer of civil aviation in the Middle East, so I was exposed to it from childhood. When I was 20-years-old, I co-founded UAS International Trip Support, an aviation services company created with a vision to provide trip support to places that no-one had serviced before. Almost 20 years later, UAS has become a global industry leader with four continental headquarters, three regional offices and ground presence in 31 countries.

You lead successful businesses in two very different industries—does this make it more challenging?

Leading companies in both industries feels natural to me as I'm passionate about sport and have been involved in aviation since childhood. I founded Corporate Sports in 2018 to bring wellness to workplaces—we assist corporates to establish, facilitate and manage wellness programs within their businesses, promoting employee work-life balance and boosting organizations' profits and performance. Both industries bring their own challenges, but the methods of leading successful businesses are the same whatever the industry.

When it comes to business acumen, how much do you think is natural and how much can be learned?

I believe great business acumen is a combination of natural instinct and acquired knowledge. Studying, undertaking market research, keeping up-to-date with industries and economics are all crucial to being effective in business. However, a commercial instinct and the development of character traits like resilience and determination are also essential to success.

What's your attitude towards education for business success?

Information is key so education is vital. I've always believed

in the importance of continued learning. I hold an Executive MBA from Hult International Business School and I'm currently preparing to travel to Boston to begin the Owner/President Management Program at Harvard Business School.

What's your advice for ambitious entrepreneurs just beginning their careers?

Whether it entails finding a way to solve your customers' problems better and faster or becoming the go-to company in a niche area, you must create your vision and let it guide you. I often speak about what I call the 5 P's of Entrepreneurship; the non-negotiable traits and practices of successful businesspeople.

Firstly, it begins with Passion—get involved in an area you're passionate about because your love for it is what will sustain you through challenging times. Purpose comes next; ask yourself what problems you want to solve for your customers. This will form your unique selling point. Then it's time to strategize—the Planning phase that involves market research, information accumulation, and creating a sustainable plan. Finally, it's the character traits of Patience and Perseverance that will become crucial to success. Beginning your own business is incredibly tough and testing. It's essential to maintain positivity if you are to overcome the challenges that lie ahead.

What's been the highlight of the past year?

I received two honours at the end of 2018. I was named on the National Business Aviation Association of the United States' Top 40 Under 40 for my leadership and business management at the helm of UAS and also received a Lifetime Achievement Award at the Sapphire Pegasus Business Aviation Awards. I was delighted to be acknowledged by industry peers who I have the highest respect for.