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Paulius Stankevicius and Swapnadip Roy at the forefront of the trade industry

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Paulius Stankevicius and Swapnadip Roy, Image: Supplied

Paulius Stankevicius and Swapnadip Roy are entrepreneurs that excel in global trade sector, with over a decade of experience in physical commodity trading business, they are leading **XIX International** which is a trade management consulting firm based in Dubai.

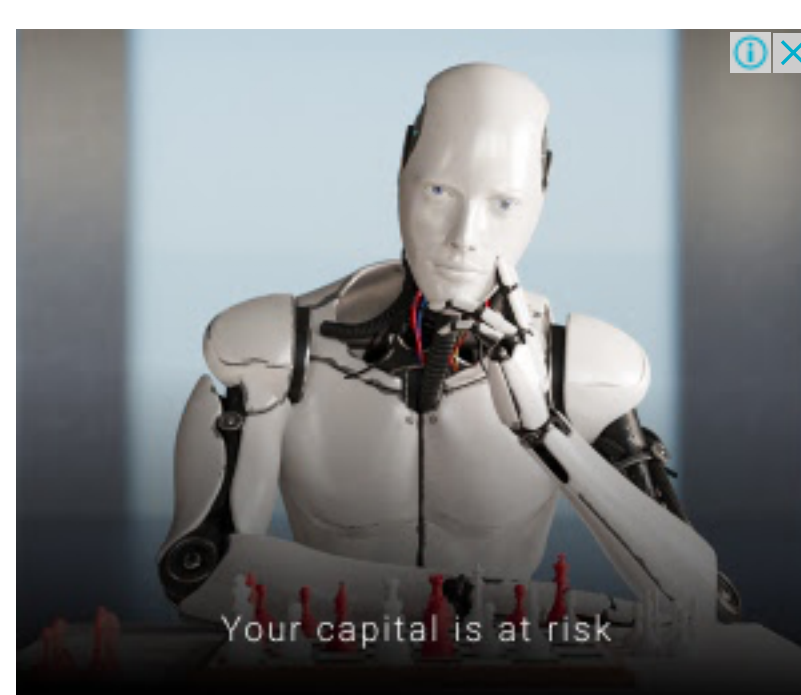
Below they take us through the nitty-gritty of their business:

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GQ: What is it like to do trade business in global markets?

Stankevicius: Trade is a very exciting subject because a lot of details come into it.

You may know trade business being like buying something from China and selling it in Europe for instance, while theoretically it is something like that but in reality there are so many complexities involved especially in large trade deals both in private and government sectors.



These are very exciting and interest areas to be involved in, and its not just involvement that excites me. There is a lot of action around it, and you evolve and develop yourself as a person and professional as you learn new things all the time.

GQ: What is XIX International and what does it do?

Roy: XIX International is a consulting firm that only focuses on physical trade consulting, meaning that whenever someone sells and buys something from someone there is a process in between, and that process at times can be difficult to manage and execute, that is exactly where XIX International comes in.

At XIX International we help companies to execute trade processes and guide and advice clients with recommendations on how to make the business work.

GQ: What were the most exciting trade deals that you have worked on?

Stankevicius: I have actually spent a lot of time in precious metals and oil and gas sector, working on metal trading and petroleum product trading. These in particular are the most toughest jobs that you can be involved in.

Let's just say they come with certain amount of a headache, and as consultant you have to deal with it on behalf of the client in order to make the deals work.

Roy: We have spent now over 4 years in pharmaceutical and medical sectors by consulting clients and helping clients to get international trade deals done.

Medical business is one of the biggest perhaps 2nd or 3rd after petroleum. Since the covid hit, oil has now recovered pretty well, hitting nearly \$100 price but when the oil and other commodities were down during covid, pharmaceutical and medical product demand rose high.

Being in trade business you don't depend just on dealing with one product or commodity. With changing trends, so do products and consumer purchase interest change. That is also something exciting about the business, it is constantly moving and changing.

GQ: You have have done well in both of your careers and you have also exited a business in Dubai successfully, how did that changed your overall goals to doing business in general trading sector?

Stankevicius: Ever since I was a little kid, I wanted to build something and have of my own, but when I started to grow and develop and learn more, perspectives changed and interest changed as well.

Now, I see business as something that you try to do your best, you might not always succeed but if you do and if you have opportunity you might also end up selling it.

We exited our earlier venture in Dubai which we have built up since 2020, and it was a great one with specialty in medical equipment trading.

Roy: The way how I see business is something constantly evolving. You cannot settle for a single business forever. What happens if that business crashes tomorrow?

Being diversified between sectors and industries gives you edge. If you have done business for several years and you have opportunity to exit that business with profit, you should do it, if you have more than one interest.

I like to diversify a lot and be involved in multiple businesses, I like to build companies and sell them. It gives me feeling of growth and it is also very self satisfactory.

GQ: You have announced in the media that you are looking to do business in Africa. Can you elaborate more?

Stankevicius: I have done business with African companies for a long time now, but it's not however been successful.

However, now I see that the continent is developing and attracting more talent and more foreign corporations are entering Africa today.

Africa has a lot of resources and big potential for trade. Also African governments are very open to collaborate and partner with private sector which we don't often see in the Western world.

Roy: We have very strong partners in the Middle East that have done absolutely astonishing business in Africa. Sometimes you have to take example from others to get perspective.

You have to keep open mind for new opportunities. I believe that what we provide with XIX International is very valuable and African trade companies can really benefit from it. In today's market value beats competition, and I am very confident to say that we can provide a lot of value.

GQ: It was stated in the headlines that XIX International is a people driven consulting business solving problems that technology can't solve as of yet. What do you mean by that?

Stankevicius: I think right now the world is focusing a lot on technology and AI. It is true and absolute correct way to do business in technology sector, even I am diversified enough to be also involved in tech.

As a matter of fact I'm in technology field since the very beginning of my entrepreneurial career, but right now people are overestimating technology I would say. In our world there are 8 billion people. If we dedicate everything to technology that is non human, what can we dedicate to the people?

I think that people have important role to play in the overall economy, and trade sector has a big roll to play in the well being of global economy.

Trade and people are connected. Yes, the technology can be used in factories for mass production and doing some complex data processes but it will be the people who will make decisions to who to sell the product and what elements the product should have. At the end of the day, it is people who decide.

Roy: In my sole career I have been in the people business from the start. I have consulted companies for large projects and what I learned was that every element of project management is actually determined by people. People have more power than they think they do.

I also believe that regardless how useful technology is and how much it helps us in our daily lives, we are underestimating people potential. Because all of the technology that we have today is created by people.

People these days are becoming smarter than ever before. I would say every 5 to 10 years people take big step forward, and that advancement is full of new knowledge.

However, certain advancements lead to cons as well, for example new generations are more addicted to technology than older generations, and new generations might not be capable of performing certain thing that our parents and grandparents were able to do.

The world is changing, and I believe that world needs human tough and human thought today, more than ever before.

XIX International consults international clients and provide guidance, advise and strategy on trade management. To learn more about the firm click [here](#).

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