



TAKING THE ROAD LESS TRAVELLED

Michelle Lek is one of the few property insiders who knows the potential of the property business in Indonesia. Through Quillion, a Singapore-based boutique property investment company, she has introduced a new concept of property investment to the Indonesian audience. **Antonius Martono** meets the classy lady in Jakarta and exposes her lesser-known side.

In five words, I am...private, passionate, driven, focused and resilient.

For me, success means...achieving something against all odds.

I am proud of...my love for learning—through books, experiences, new things and more.

My proudest achievement to date is...taking the road less travelled.

If I have to choose between having to “work to live” or “live to work”, I’d pick...the latter, although I’d prefer to say that I live to learn, as it gives a greater meaning to life. Hence, I believe that choosing the right career is of paramount importance as it allows a person to enjoy every minute of his or her life.

I decided to focus on Quillion because...I enjoy the thrills of the job; the excitement of structuring and concluding a high-profile deal in a low-profile approach, and at the same time share the same business philosophy and values with my business partners.

Quillion has grown by leaps and bounds thanks to our Arab, Indian, Chinese and Indonesian clients. Our company has a structure that’s simple and nimble compared to big investment banks. We make decisions faster as we’re compact, efficient and quick. We’re focused on our niche market: high-end real estate. We’re very much service-oriented and provide services for free; anything our clients need—be it wealth management, structuring deals, managing assets, marketing or branding properties, furnishing the apartments, tax planning or anything else. We truly value, develop and cherish our business relationships.

In life, I am most thankful for...my family; each and every one of them who makes my life complete.

I believe a true friend should possess...loyalty.

My idea of happiness is...reading a book on my bed with a cup of hot coffee and dark chocolates by my side.

I wouldn’t change...anything in my life, because I believe that everything that has happened—be it good or bad—has made my life richer and molded my character.

I live by the motto...“Nothing is impossible.” ■