

THE POWER GRADIENT

Inspiring Future Entrepreneurs

Little Gliders

Little Gliders is a multi-brand children's retailer in the UK focused on offering parents high quality equipment and materials for their kids. Specialising in toys, furniture and everything in between.

<https://littlegliders.co.uk/>

Key Takeaways

Mission Oriented

Well-designed products and thoughtful materials can have a lasting impact on early childhood development.

More Options

Focus on process, resilience, healthy risk-taking, and the autonomy that comes with creating something of your own.

Strategy Over Energy

Input and output are not always directly correlated and confidence must be grounded in reality.

Acknowledge your Limits

Accept that there will always be gaps in your knowledge.

Disciplined Learning

Remain open to learning, and treat failure as both necessary and a valuable teacher.

A Quote by Rodin

“Nothing is a waste of time if the experience is used wisely.”



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Meet Akhilesh Sandeep

Welcome to this week's edition of The Power Gradient. In this issue, I'm excited to share the inspiring story of Akhilesh Sandeep, founder of Little Gliders, a UK-based multi-brand children's retailer built around quality, care, and intentional product selection. Little Gliders focuses on offering parents access to high-quality, development-focused toys, furniture, and everyday essentials that support children as they grow, learn, and explore. The company is rooted in the belief that well-designed products and thoughtful materials can have a lasting impact on early childhood development, while also giving parents peace of mind in what they choose for their families.

Process, resilience, healthy risk-taking

Akhilesh's entrepreneurial mindset was shaped long before launching Little Gliders. His first job was as a Teaching Assistant at a summer camp for high school students organised by the University of Colorado at Boulder in 2016, where he developed early leadership skills and a strong sense of responsibility. Even more influential was his upbringing. Raised by a mother who was a first generation entrepreneur, he grew up witnessing both the struggles and rewards of building a business from scratch. Traditional employment was never portrayed as the only route to success. Instead, there was a strong focus on process, resilience, healthy risk-taking, and the autonomy that comes with creating something of your own.

Effort Alone Does Not Guarantee Success

Cashflow was a persistent challenge, and his first business venture failed almost immediately after launch. That early failure was a humbling experience, quickly dismantling any assumptions that effort alone guarantees success. It taught him that input and output are not always directly correlated and that confidence must be grounded in reality. These experiences forced him to develop humility early on and to view obstacles, financial pressure, and unexpected problems as inevitable parts of the entrepreneurial process rather than signs of failure.

Customer Demand is the Ultimate measure of Success

Little Gliders is Akhilesh's third venture in this space, following one venture that failed and another that he successfully exited. With hindsight, the early stages of each business are remembered as intense, exhausting, and uncertain, yet filled with possibility and optimism. Through repetition and experience, several lessons became clear. Hard work alone does not guarantee results. Money and resources must be managed strategically and conservatively, as unforeseen challenges will always arise. Delegation is essential, even when it feels uncomfortable, and perfection should never become a barrier to progress. Momentum matters, and customer demand is the ultimate measure of success.



Advice, Reflection, and Inspiration

Looking back, Akhilesh would focus more heavily on execution over planning, recognising that plans often change and certainty is rare. He would also be more intentional about spending and surround himself with capable, high-value people; even if that meant investing more in talent sooner. His advice to aspiring entrepreneurs is grounded in humility; accept that there will always be gaps in your knowledge, remain open to learning, and treat failure as a necessary and valuable teacher. Constraints and setbacks often hide opportunities, waiting to be uncovered. He leaves readers with a quote that reflects this mindset: "Nothing is a waste of time if the experience is used wisely." – Rodin.