

ZUBIN SINGH DHINDSA  
10112, ATS One Hamlet, Sector 104, Noida- 201301, INDIA  
Phone: +91-9811147121 / +91-9811670042 E-Mail: [zubindhindsa@gmail.com](mailto:zubindhindsa@gmail.com)  
[www.linkedin.com/in/zubin-singh-dhindsa-34375815](http://www.linkedin.com/in/zubin-singh-dhindsa-34375815)

---

#### **BUSINESS HEAD - Arval – BNP Paribas Group**

| Partnership & Sales | Strategic business planning | Team management | P&L growth | Enterprise Sales |

Over twelve years of experience in financial services (automobile leasing and banking). Seasoned professional with vast experience in sales and business planning, business development, strategic account planning, team management, P&L growth, enterprise sales, and customer relations across levels (MDs, CXOs, HNIs). Persuasive and tenacious leader with proven track record in achieving positive business results by maintaining strong customer relationships, strategic sales, identifying new markets and developing business processes. High success in deal negotiations, enhancing business and expanding market base while controlling expense.

---

#### **PROFESSIONAL EXPERIENCE**

---

##### **ARVAL – BNP Paribas Group**

Arval is a fully-owned subsidiary of BNP Paribas, a French bank and one of the largest globally, present in India for over 150 years. Arval is a leading global player in the business of operating lease and fleet management services.

##### **BUSINESS HEAD**

**2014 - March 2019**

##### **BUSINESS MANAGER**

**2009 - 2014**

- Specialist in new business development and major market expansion.
- Instrumental in setting up of new business markets and helping steer the company from being a new entrant to being a strong player in the Indian market.
- Combining entrepreneurial drive with business-management skills to drive gains in revenue, increase market share and improve profit performance.
- Proactive team management and cross-functional support.
- Effectively communicating a clear strategic sales vision, while training and coaching sales, marketing and cross-functional employees.
- Possess excellent awareness on market trends and competition landscape, and how to capture opportunities.
- Consistent performer in setting examples and demonstrating the high values of the Arval brand in India.
- Cultivated excellent relationships with customers, leading to retention, growth in profit and business volume.
- Managing and overseeing coordination with international business office (IBO) teams for global accounts.

## KEY BUSINESS CONTRIBUTIONS / ACHIEVEMENTS

- Responsible for managing the regional book size of 200 Crores.
- Region contributes to over 50% of Arval India business from 34% 5 years ago.
- Ownership of managing volumes with profitability (budgeting)
- Increase in wallet share with key clients in the region, consistently.
- Retaining key clients and acquiring new clients.
- Instrumental in setting up Arval business for North & East India.
- Achieving profitability expectations with volumes.

## SKILLS

- New Business Development
- Strategic Sales & business Planning
- Proactive Team Management
- Key Account Management
- Customer Relationship Management
- Staff Training & Development
- Negotiations
- Budgeting & Forecasting
- Exceptional interpersonal and communication skills

---

## STANDARD CHARTERED BANK MANAGER- CORPORATE SALES

**2007 - 2008**

- Tying up with middle and large-scale companies to establish their banking solutions with Standard Chartered Bank for corporate payrolls and investments.
- Working closely and in coordination with the wholesale banking team to acquire these companies, including cross-selling Investments and facilities like fund and non-fund lending in terms of loan guarantees, LOCs, BGs, corporate lending etc.
- Relationship enhancement and service to corporate clients by reviewing them from time to time and drawing up progress reports.
- Revitalizing and reviving dead corporate relationships.
- Consistently rewarded and recognized by the Bank for top performance.

---

## EDUCATION AND TRAINING

**MSc. Management and Marketing-**

**Birmingham City University (U.K.) – 2007**

Customer Relationship Management, Integrated Marketing Communication and International Marketing

**Bachelors in Commerce-**

**Delhi University, India**

**Class XII (I.S.C.) -**

**The Doon School, Dehradun, India**

---

## OTHER INTERESTS

- Avid sports lover
- Long distance running
- Keen tennis player
- Travelling