



Sarbani Bhattacharya

EXECUTIVE PROFILE

Global business leader with a wealth of experience across industries and disciplines. Multi-faceted personality suitable for a general management role heading a business or finance/ IT transformation.

Career highlights at **Unilever** include management of international client accounts in businesses including apparel export, institutional sales and re-launching a local brand acquisition. Pioneered the development of professional account management at **KPMG** for global clients, developing new consulting business from strategy to execution, in the wake of audit rotation. **Board member/** chair of two organisations driving social impact. **Strategy Consultant, HCL Tech**

Brings to the table high energy, financial acumen, sensitive people skills and negotiation strengths. Committed to bringing teams along to deliver on challenging mandates with out-of-the-box solutions, client relationships and stakeholder management. Capable of providing a strategic helicopter view while driving teams on the ground.

PROFESSIONAL EXPERIENCE

HCL Technologies:

2020-present

Strategic consultant to the Board

Advising on go-to-market strategy for a region including advice on a strategic acquisition deal. Gained insight on digital transformation.

KPMG Netherlands

The Netherlands

Partner, Advisory Services

2004 – 2019

Global Account Director/Partner, Head International Business: Delivered significant growth in client revenues across multiple service lines, like consumer and industrial markets, governments and financial services. Changed the approach to targeting new clients and developed global accounts like a profit unit. Responsible for acquisition of and delivery to clients as an end-to-end business.

Key Achievements:

1. **Professionalised account management.** As a result of mandatory audit rotation, the consulting business with clients needed to be developed from scratch. I was instrumental in targeting such “new” clients and winning significant business in the consulting space. This involved defining the KPMG strategy to win, developing compelling propositions, appointing a new client service team, building relations within the client often totally new to KPMG, winning competitive bids and delivering engagements seamlessly to build the KPMG brand.

Example: At a leading financial institution, I was responsible for the development of KPMG’s advisory relationship through the separation process (bank, insurance and investment management). KPMG became the preferred implementation partner including advising on strategy, divestments and the set-up of the stand-alone companies. This was one of the largest engagements delivered by the firm spanning 45 countries over the span of 5 years within which KPMG became the trusted advisor at Board level. Annual revenues exceeded Euros 50 million at its peak and 200 consultants were employed sourced from 12 member firms and alliance partners.

EDUCATION

INSEAD School of Business

Advanced Management Program
France, 2017

Nimbas – TIAS Business School

MBA
The Netherlands, 2003

NIFT – New Delhi

PGDAM
India, 1990

Bombay University

BCom Finance and Accounting
India, 1988

PERSONAL PROFILE

I was exposed to the challenges of a developing economy at the very start of my career at Unilever. I have experienced a gamut of businesses from the backwaters of Etah (central India) to the fashion houses in Europe. I learnt to flourish in a “foreign” conglomerate, often being the only woman in a managerial position ever. Analytical tests describe me as being “logical and intuitive; decisive and collaborative” which I believe is a result of working with people from various backgrounds. I have drive and passion to deliver results combined with a sensitivity for people and politics. Married with two adult children; I am proudly Indian while considering the Netherlands to be my second home. I speak in public forums, paint, cook and have learnt to ski!

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EXTERNAL ROLES

FINISH MONDIAL

Chair, Supervisory Board

The Netherlands

2015 – Present

Non-Executive Member of Finish Mondial, a Dutch Government funded NGO project providing health and sanitation facilities across India and Africa. Successful in achieving positive health outcomes by creating 100% Open Defecation Free (ODF) areas in India and Africa. Instrumental in profiling the NGO to benefit from developmental aid, governmental and non-governmental support & creating a long-term vision and governance for a sustainable venture.

Tropenbos International

Treasurer, Supervisory Board

The Netherlands

2020 - Present

Tropenbos International supports public, private and civic actors to make informed decisions towards sustainable land use, inclusive governance and responsible business and finance

Dutch Trade and Investment Board

India Workgroup Member

The Netherlands

2012 – 2017

Nominated by the Dutch Prime Minister's office and the Ministry of Foreign Affairs (MBZ) to advise on cross border trade and investment

PROFESSIONAL EXPERIENCE (CONT.)

KPMG Netherlands

Partner, Advisory Services

The Netherlands

2004 – 2019

2. Negotiated **global contracts** including pricing and time commitments, resource optimisation including interfirm agreements.
Example: I was responsible for the negotiating the largest global audit tender in the banking sector in the Netherlands.
3. Formulated and delivered **sales and negotiation skills trainings** firm wide to enhance business development in a content driven firm.
Example: I was responsible for executing a train-the-trainer program in 26 member firms.
4. Supported the Board of Management with **stakeholder management**, client retention, people development, and go-to-market strategies including lead partner coaching and communication to help safeguard the reputation of the firm.

Main Clients: ABN AMRO Bank, SNS Bank, ING Group NV, DSM NV, Unilever NV.

Unilever

Senior marketing Manager, Cosmetics

India

1990 – 2003

Joined as a graduate trainee through a highly competitive campus placement process. Served in seven business units across the country as part of the 18-month training including soap sales in rural and small towns, launch branding of shampoo sachets, Internal audit, and commodities.

Key Achievements:

1. International business development: **Export of apparel** to Europe and US including buying(sourcing out of China, Indonesia, Taiwan and India), managing in-house and outsourced manufacturing in India, China and Nepal, export financing, trading and marketing out of India; Made a significant contribution to jump start a new business venture in times of trade restrictions and cut throat international competition. Delivered sales on a portfolio of international clients many of whom were newly acquired despite Chinese competition.
2. **Institutional sales** of industrial products, speciality chemicals and perfumery; Grew the business of non-Unilever sales ten times in the first two years of operation.
3. **Brand management**, retail sales and marketing as part of integrating a newly acquired local cosmetic brand, increasing sales multi-fold.
4. Executed a holistic **sales training** program for 600 sales personnel across 14 countries in Asia for Diversey Lever Singapore.

CONTACT

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