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An opportunity to  
increase your chances of  
leadership success by  
learning from the Award  
Winning International  
Coach-  
**Zubin J. Mirchandani**

## **EXECUTIVE PRESENCE PROGRAMME**

**Zubin J. Mirchandani**  
Mumbai. London. Toronto

**APPLY NOW!**

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# WHAT IS EXECUTIVE PRESENCE?

Executive Presence is the most sought after of all the Leadership competencies. It is what distinguishes you from the rest, and is what perception people have of you. Leaders that get noticed when they walk in a room, when they speak, and with their appearance- this is predominantly due to Executive Presence.

But if it is such an important skill why doesn't everybody perfect it. Well. Executive Presence is a mixed bag of skills that in their aggregate makeup the greater competency. It is often difficult for leaders to assess, breakdown the competency, and learn multiple skills at once.

Moreover, some of the skills require great reflection and self-awareness.

Without overhauling your leadership style, we will build on your strong points and tweak where needed.

## BENEFITS INCLUDE:

- Own your own Power
- Communicate with strength, precision and empathy
- Get Respect from all stakeholders
- Get more of what you want from relationships
- Dress to get a promotion
- Be the Go-To, Trusted, Person of Authority in your office
- Take on extra responsibility
- Have healthy and balanced relationships
- Grow tremendously and help others grow as well
- Be inspirational
- Have a greater impact and earn more

# THE PROGRAMME

This is **10 session 3 month course** where you will learn the most sought after leadership skill of **Executive Presence**. Some of the topics included in this course are:

- Authenticity
- Gravitas
- Empathy
- Assertive communication
- Courage, Vulnerability, and Trust
- Grit
- Emotional Intelligence
- Influence
- Appearance

## EXECUTING BEHAVIORAL CHANGE IN EXECUTIVE PRESENCE

All of the skills that makeup Executive Presence will be covered and explained with frameworks. You will thus be able to connect the dots and understand the overlap between them. You will be expected to apply the content of each skill between sessions and we will adjust accordingly with feedback.

Coaching is effective because of the frequency of meetings that take place- not because of the duration of each session. By the end of the engagement, the application and tweaking of the skills will have become habitual- the main precursor to behavioural change.

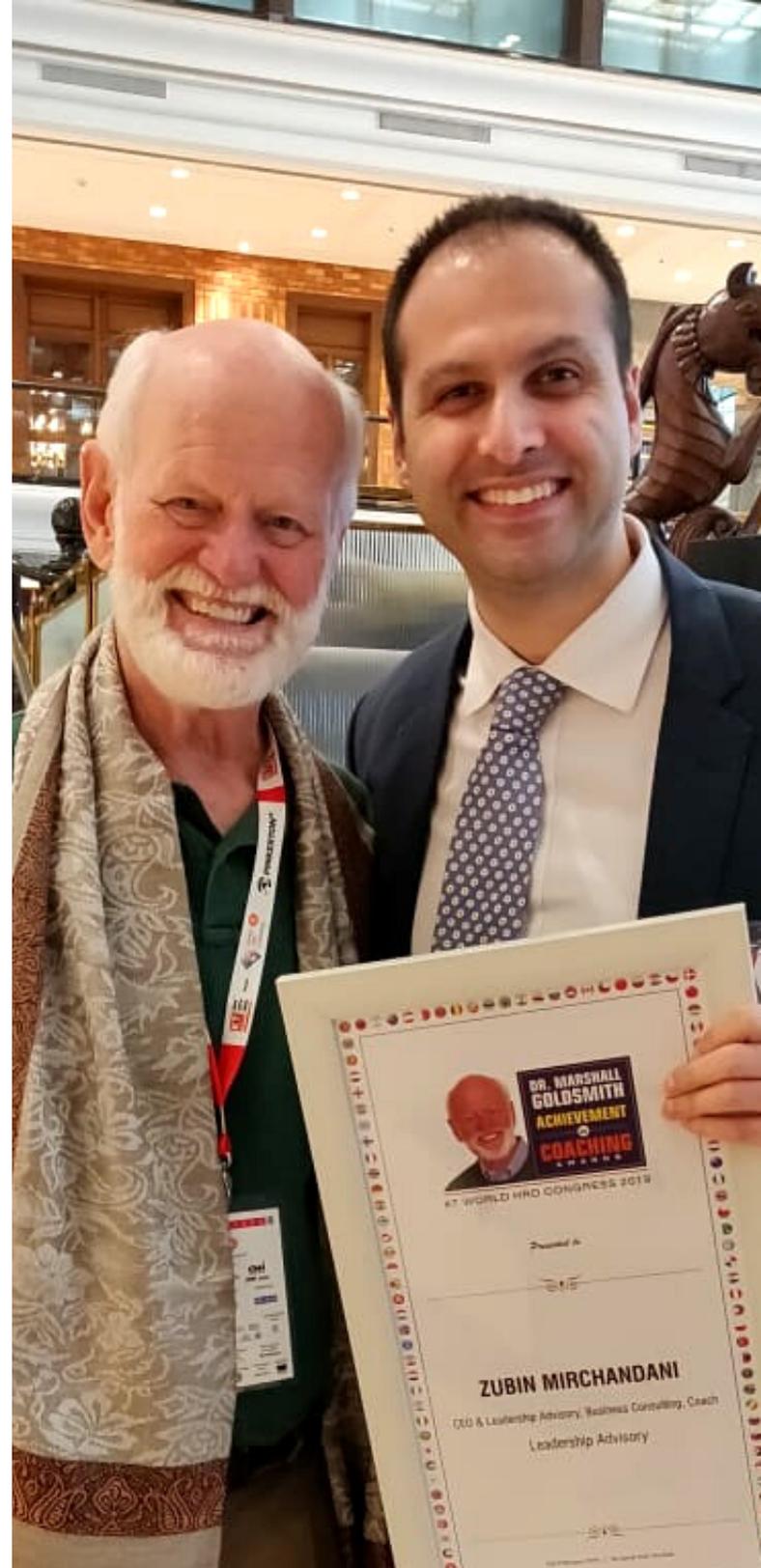
# THE TRAINER

**Zubin J. Mirchandani is the Founder of the Award-Winning Leadership Coaching Advisory Eminentsteps Consulting. He is a recipient of Dr. Marshall Goldsmith Achievement in Coaching Award in 2019.**

Mr. Mirchandani is a deep and qualified international coach for CEOs and C-suite Officers across various industries, adviser to entrepreneurs, small and medium enterprises (SMEs). He guides his clients through both leadership and business gaps, ensuring they obtain the highest performance for themselves, their team, their organization, and the stakeholders.

Zubin J. Mirchandani has worked with Leaders from a wide variety of organizations across 15+ countries (UK, Canada, United States, UAE, Singapore, India, Australia, etc.).

He regularly collaborates with eminent *Thought Leaders such as Dr. Marshall Goldsmith (Coach to President Barack Obama and Dr Jim Kim, Former President of the World Bank), Andrew Bryant (Self-Leadership Expert), and John Mattone (Steve Job's Coach).*



# CLIENT TESTIMONIALS



**CHUNGJOO PATRICIA CHUN**

**CHIEF STRATEGY  
OFFICER, DELIVERY  
HERO, KOREA**

Zubin was my leadership coach for C4L. We worked together for a couple of months for the program. He was extremely helpful in helping me identify my issues and build perspectives to excel as a Chief Strategy Officer for an international IT startup.

I also admire his patience and understanding as I was sometimes slow and behind schedule. He was very knowledgeable with various leadership issues and hand-held me perfectly throughout the course both as a mentor and a good friend.

I would highly recommend him as a great coach to any confused C-level executives out there!



**ADRIAN JOHNSON**

**CEO -  
STARTUPBOOTCAMP  
WEALTHTECH, NEW YORK**

I was lucky enough to have Zubin as my professional coach over the course of about 6 months during a very intense work assignment in Mumbai, India.

Zubin was a fantastic coach. He really cares about both the personal and professional progress of his clients. On top of helping me with business negotiations, and team issues, he specifically worked with me on some conditioned response patterns that I was completely unaware of, that were affecting both my personal and business life.

I'd like to give a five star shout out to Zubin. I highly recommend him to anyone wanting to take both their personal and professional life to another level.



**CAMILA DE LA BARRERA  
LARA**

**CARDIOLOGIST, BRASIL &  
URUGUAY**

Zubin is an excellent leader and very good instructor. I felt very comfortable with the weekly coaching classes. His work is very professional. I improved many personal and professional aspects of my life, as well as developed great leadership qualities. I highly recommend his service!

# CLIENT TESTIMONIALS



**MAHESH PANCHAPAGESAN**  
***EXECUTIVE DIRECTOR,  
MSCI INC.***

I had the pleasure of working with Zubin as my coach. He always brought tremendous energy and perspective to our conversations. The sessions were extremely valuable and helped me become a more effective leader. Would work with Zubin again at any time.



**ADITYA SHANKAR**  
***EQUITY EXOTICS  
STRATEGY, GOLDMAN  
SACHS INTERNATIONAL***

In Zubin's coaching session, he will put you completely at ease. He will then diagnose how you can live a more wholesome life, and then give you a well defined path to effect those changes. After the session, I felt as if in a state of bliss as if I could handle anything the world could throw at me. Thank you coach Zubin

# Client Portfolio - Leadership Coaching



भारतीय प्रबंध संस्थान बंगलूर  
INDIAN INSTITUTE OF MANAGEMENT  
BANGALORE



Mahindra

accenture  
High performance. Delivered.



PedidosYa



Talabat

## Accreditations



Schulich  
School of Business  
York University



# PROGRAM SNAPSHOT

## TOPICS COVERED

- **Authenticity**
- **Gravitas**
- **Empathy**
- **Assertive communication**
- **Courage, Vulnerability, and Trust**
- **Grit**
- **Emotional Intelligence**
- **Influence**
- **Appearance**

## WHAT IS INCLUDED

- **10 Coaching sessions**
- **Comprehensive UK based Assessment**
- **Accountability & Session Notes for all 10 sessions**
- **Whatsapp communication**

Number of Sessions:

**10**

Session Duration:

**75- 90mins**

Time Frame:

**3 months**

Modality:

**1) In-Person with Trainer in Mumbai OR**

**2) Video Conferencing**

## **CERTIFICATION**

Certified by Eminentsteps adding to your credibility and multiply your coaching network



# Zubin Jay Mirchandani

EXECUTIVE PRESENCE

Ready to become a World Class Leader?

SIGN-UP

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