



# Sanjay Khosla

**Advisor** to many companies

**Trained and Certified Executive Coach**

**Senior Fellow and Adjunct Professor,**  
Kellogg School of Management,  
Northwestern University

**Former President,**  
Kraft International (now Mondelez International)

- Sanjay spent over 30 years transforming international businesses. As President of Kraft International (now Mondelez International), he grew the business from \$5 billion USD to \$16 billion USD in 6 years while improving profitability by 50%. Sanjay was responsible for 65,000 people in over 60 countries.
- Sanjay advises companies across industries, helping them develop and execute transformative growth strategies and drive long-term success.
- Sanjay is a trained and certified Executive Coach. He specializes in leadership development for executives, building high-performing teams, and driving organizational change.
- As a Professor at Kellogg School of Management, Northwestern University, Sanjay focuses on Executive Education. His classes consist of practical lessons on leadership, growth and transformation through focus, and creating a culture of agile execution.
- Sanjay is currently a director at Zoetis, Inc. and is on a few private boards.
- Sanjay was involved in the acquisitions of Cadbury (for \$19 billion USD) and Danone Biscuits (for \$7 billion USD) which he successfully helped integrate with Kraft Foods.
- Prior to Kraft, Sanjay spent over 27 years at Unilever, where he transformed the Lipton Tea business worldwide.
- Sanjay is the co-author of *Fewer Bigger Bolder: From Mindless Expansion to Focused Growth*, which was named the Best Business Book by The Globe and Mail and one of the 10 Mind-Altering Business Books by The Huffington Post.
- Sanjay was a Senior Advisor for the Boston Consulting Group (BCG) from 2013 - 2024.
- Previously, Sanjay was on the board of Best Buy Inc., USA, Del Monte Foods Inc., USA, Iconix Brand Group Inc., USA, Hindustan Unilever, India, the Lipton/Pepsi global joint venture, and NIIT Ltd., India. Sanjay was also Co-Chair of the Nestle/Fonterra joint venture (Dairy Partners Americas).