



Sanjay Khosla

Trained and Certified
Executive Coach

Advisor to many
companies

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

Former President, Kraft
International (now
Mondelez International)

- Sanjay is a trained and certified executive coach, He is also an advisor to a number of companies across industries.
- At 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 spent over 30 years transforming international businesses. As President of Kraft International, he grew the business from \$5 billion USD to \$16 billion USD in 6 years while improving profitability by 50%.
- 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*.
- Earlier, Sanjay was a Senior Advisor for the Boston Consulting Group (BCG).
- Previously, Sanjay was Co-Chair of the Nestle/Fonterra joint venture (Dairy Partners Americas) and 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.