



Sanjay Khosla is a Senior Fellow at the Kellogg School of Management, Northwestern University and a Senior Advisor at Boston Consulting Group. Sanjay was President, Developing Markets at Kraft Foods (now Mondelez International) from January 2007 to March 2013, responsible for 65,000 people in over 60 countries and iconic brands like Cadbury, Oreo, Milka, Trident.

During his tenure, Sanjay:

Transformed the business from \$5 Billion to \$16 Billion in 6 years (doubled the business organically) while dramatically improving profitability and cash flow

Transformed brands like Oreo from \$200 million to a \$1 Billion and Tang from \$500 million to \$1 Billion in 5 years in developing markets

Helped spearhead and successfully integrate the acquisition of Cadbury (bought for \$20 Billion) and Danone biscuits (bought for \$7.8 Billion)

Before joining Kraft Foods, **Sanjay Khosla** turned around the \$3 Billion consumer business of Fonterra, a global dairy company based in New Zealand. Prior to his tenure at Fonterra, Sanjay enjoyed a successful 27-year career with Unilever based in the UK, Europe and India. Sanjay implemented a bold program (Paint the World Yellow with Lipton) as Chairman of the Global Category Board for Unilever Beverages. Sanjay also created the Wheel detergents business in India, which is one of Unilever's largest brands in India.

Sanjay is on the board of Zoetis Inc. (previously Pfizer Animal Health), NIIT Ltd and Iconix Brand Group. Khosla wa...

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Speech Topics

- ☐ Peak Performance
- ☐ Management
- ☐ Leadership
- ☐ Innovation
- ☐ Globalization
- ☐ Finance

