



PROFILE: NEELU KHATRI

Neelu Khatri is Senior Director – Strategy and Business Development at Honeywell India. Neelu joined Honeywell in December 2014. In this role, she works with the India businesses to develop and execute growth initiatives as well as drive penetration of Honeywell's offerings and solutions across market segments. She is responsible for driving inorganic growth strategies including M&A and business alliances.

Prior to this, she was an Executive Director, International Relations and Business Development at Pipavav Defence and Offshore Engineering Company Limited responsible for providing strategic vision to the Group in the aerospace and land segments and especially participating in Buy & Make India projects.

Her earlier tenure at KPMG enabled her to gather and enhance experience in aerospace, defence and homeland security sector by getting an opportunity to work with diverse Indian and global clients in helping them out on various types of advisory projects including project management, bid advisory, assistance in offset contracts, market research, transaction support, etc. She has conducted various road shows/seminars/events in India and across the world in close quarters with the Ministry of Defence getting an opportunity to be extremely well networked in the local and global industry. Neelu has authored number of Thought Leadership documents and white papers on India's aerospace, defence and security industry from time to time and interacted very deeply with industry associations like CII, FICCI, ASSOCHAM, EBG and AMCHAM.

Spending 15 years with the Indian Air Force has enabled Neelu to acquire strong project management and leadership experience with an applied awareness regarding defence projects, procurement, contracting and supplies. She has extensively worked on various capital and revenue programme of the Ministry of Defence obtaining an in-depth understanding of procurement and acquisition plans of the Indian government in this sector. Neelu is a part of pioneer batch of women commissioned officers ever inducted in the Indian Air Force in the early 1990s

Neelu hold MBA from MDI, Gurgaon in Supply Chain and is a Master of Arts from Rani Durgavati University in Jabalpur.

In her free time, Neelu is an avid trekker and goes back to Himalayas whenever she gets a chance. She loves watching movies, reads extensively and loves cooking and baking for her two teen aged boys.