



Rahul Khosla

Managing Director
Max India Ltd

Rahul (51) is a seasoned business manager with wide domain expertise built over 27 years in financial services. He has deep management experience, strong leadership skills, and broad business perspectives developed across several multinational environments, both globally and in India.

His last role was based in Singapore as Group Head of Products for Visa, for all markets in Asia Pacific, Central Europe, Middle East and Africa and represented the region on Visa's Global Product Management Team. Previously, he was Chief Operating Officer for Visa Asia Pacific. In his 11 years with Visa, Rahul helped to exponentially grow the business and build Visa's leadership through product innovation, senior client interface, organizational effectiveness and business execution.

Before joining Visa, Rahul was the country head for ANZ Grindlays' Personal Financial Services businesses in India, with P&L responsibility across all aspects of retail banking. He developed and implemented a strategy to transform and turn around the largest foreign-owned bank in India and restructured the bank's sales processes, balance sheet management, revenue drivers, margin optimization, organization structure and expense management to achieve significant traction across all profitability dimensions.

Rahul worked in Bank of America in India as Head of Retail Assets, Strategy, Finance and Legal, where he helped to re-launch the bank's retail business in India, established national market leadership on the auto loan business and established important partnerships and regulatory approvals that set the foundations for the retail bank's growth.

He spent almost 10 years in American Express, where his last role was to set up a pioneering BPO facility for American Express in India where he successfully migrated financial processes from Asian markets. Before this, Rahul was CFO for the American Express TRS businesses for India and South Asia, and was a member of the core team that launched India's first American Express local currency card, won the Chairman's Award for a significant automation project and authored a landmark client profitability analysis for the businesses.

Rahul is married to Mehreen, has two children (both studying in the USA), and is a Singapore citizen. He is a passionate golfer, avid music fan, reads less than he would like to, and is a nature and animal lover. He is a Chartered Accountant (articled with A F Ferguson &Co.) and graduated with honors in Economics from St Stephen's College, Delhi.