



Madhur Malhotra, SIOR, MRICS

Managing Principal
Delhi, India

Professional Experience

Managing Principal Madhur Malhotra, SIOR, MRICS brings 20 years of experience to Cresa's India team. Based in Delhi, his specialties include contract, sale and lease back negotiations, lease buy-back negotiations, deal structuring, built-to-suit transactions, development and investment, joint ventures and relocation and portfolio consolidations. Madhur focuses on transaction, lease and project management and workplace intelligence to drive the overall business strategies of his clients' companies. His knowledge of the pan-Indian real estate market and exposure to the corporate, landlord and occupier perspectives is a unique combination found rarely among professionals.

Prior to joining Cresa, Madhur headed the corporate real estate function for Johnson Controls for all of South Asia. He has worked for clients like IMS Health, Motorola, Chemtura Chemicals and Agilent Technologies, and has previously lead the sales and marketing functions for large developers and corporations like Shapoorji Pallonji, Ansal API, Hughes and NIIT.

Clients

- IMS Health
- Motorola
- Canon
- Agilent
- Emerson
- Johnson Controls
- Honeywell
- Herbalife
- Metlife
- Tavant Technologies
- Chemtura Chemicals
- Guardian Life

Affiliations

Member, Society of Industrial and Office Realtors (SIOR, USA)
Member, Royal Institute of Chartered Surveyors (MRICS, UK)

Education

M.B.A., IILM Graduate School of Management, New Delhi
Honours in Bachelor of Commerce, Delhi University, New Delhi

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