

Delna Avari, Founder, Delna Avari & Consultants

Delna Avari is a global business leader with significant leadership experience across India, Europe and ASEAN. She founded Delna Avari & Consultants, a business consulting firm with a presence in Mumbai and London. Delna Avari & Consultants offers three types of business solutions: TransformXCorporates, which focuses on the transformation of legacy business; ScaleXStartups, which serves young businesses and startups; and GuideXLeaders, which guide ambitious founders & corporate leaders through inflection points in their leadership journeys. The firm now also offers tailored consulting services for businesses exploring the UK-India corridor, Asia-India corridor and other international markets.

Delna has transformed business operations into centres of excellence through restructuring, business model innovation and go-to-market advantage. She has received over 100 industry awards for excellence in business and marketing. The team has also supported learning for over 400+ young businesses and startups through their business bootcamp, mentoring sessions and business catalyst programs.

All these are a testament to Delna Avari's philosophy of building sustainable, profitable growth businesses with people at the heart of decision-making and her firm's commitment to impacting their clients in a significant, enduring manner.

Before establishing her consulting practice, Delna held senior management positions with Tata Motors and served as a Director on the Board for Concorde Motors Limited. At Tata Motors, she was part of the senior leadership core team that led the transformation of the Passenger Vehicles Business Unit (2010-2016). She was responsible for the profitable turnaround of UK and European operations for commercial vehicles (2004-2006), the successful business entry into Thailand, and the development of the business creation strategy for ASEAN (2007-2010).

A Fulbright Fellow for Leadership from Carnegie Mellon University in 2010, she started her professional career with Tata Administrative Services (TAS), completing assignments with Tata Motors, Tata Steel, Tata Global Beverages, Tanishq and TMTTC. She has consulted on leadership development, diversity and inclusion across global markets, coached founders and C-suite leaders, and mentored technology startups. She has spoken across forums on business transformation and growth, self-leadership, sales acceleration and brand management.