



LAILA KHALIL

Director - Real Estate and Workplace Services, Salesforce India

"The evolving landscape of workplace services demands a focus on employee health and wellbeing, making it essential to create spaces that prioritise both functionality and comfort."

Laila Khalil has a 23-year career in business operations, corporate real estate management, and workplace strategy, leading sustainable workplace programs across various sectors, including industrial, retail, and IT services. A pivotal moment in her career was transitioning from architecture to corporate real estate, which was facilitated by her master's degree in business in the US and invaluable mentorship. Initially focused on property valuations and commercial transactions, she discovered her passion for managing corporate real estate portfolios, overseeing end-to-end projects that encompass budgeting, site selection, design development, and workplace management.

Beyond her role at Salesforce, Laila is a notable figure in the industry, holding membership in the Royal Institute of Chartered Surveyors (MRICS) and previously co-chairing the CoreNet Global India Chapter. She co-founded WIRENet World, a non-profit promoting diversity, equity, and inclusion (DEI) initiatives for women in real estate, and serves as Secretary of its Governing Council for 2024-25.



At Salesforce, Laila tackles the evolving challenges of workplace services, particularly in hybrid work environments. She recognises the growing demand for employee health and wellbeing programs, leading to office designs that integrate wellness areas alongside functional workspaces.

Emphasising flexible office solutions, Laila advocates for hot-desking and modular meeting rooms to accommodate shifting business needs while ensuring seamless connectivity for remote and on-site workers.

Looking ahead, Laila sees the integration of Computer-Aided Facility Management (CAFM) and Internet of Things (IoT) technologies as vital for operational efficiency. She advises aspiring professionals to focus on technical expertise, communication skills, and strategic thinking, underscoring the importance of collaboration in creating sustainable workplaces.



MAHESH KHAITAN

Director, Sattva Group

"Resilience and adaptability are key to long-term success in the real estate industry. Every economic downturn presents a chance to innovate and refine our strategies, ultimately strengthening our market position."

Mahesh Khaitan, Director of Sattva Group, has been instrumental in establishing the company as a leading real estate developer in India. Over his 36-year career, he has overseen the development of more than 80 mn sq.ft across six cities, transforming Sattva into a major industry player. A pivotal moment came with the group's strategic expansion, which challenged Mahesh to adapt and innovate while maintaining a client-centric focus.

His leadership style combines pragmatism with perfectionism, resulting in notable commercial projects like Knowledge City and the upcoming Image Towers in Hyderabad. Mahesh emphasises sustainability, risk management, and long-term client relationships as key components of the group's success.

Throughout his career, Mahesh has navigated economic downturns, including those in 1995, 2002, and during the COVID-19 pandemic. Each crisis provided valuable lessons in resilience and adaptability. To counter market volatility, he adopted diversification strategies across various real estate sectors and geographies, focusing on innovation and sustainability.

Sustainability is central to Sattva's strategy. Mahesh integrates eco-friendly practices into every project, emphasising energy efficiency, water conservation, and adherence to IGBC Platinum standards. His forward-thinking approach includes incorporating PropTech solutions and exploring cutting-edge technologies such as AI-driven BMS and advanced energy storage.

Under Mahesh's leadership, Sattva has embraced technologies that enhance operational efficiency, such as advanced BMS, LED lighting, and IoT integration.

His success in the industry is rooted in adaptability and a customer-centric mindset. He advises aspiring professionals to cultivate technical expertise, financial acumen, and a commitment to continuous learning in real estate.

