



Tabassum Zalotrawala

Senior Vice President and Chief Development Officer

Career Highlights

- 2023** Senior Vice President and Chief Development Officer, McDonald's USA
- 2018 - 2023** Chief Development Officer, Chipotle Mexican Grill
- 2014 - 2018** Chief Development Officer, Panda Restaurant Group
- 2013 - 2014** VP of Development, Panda Restaurant Group
- 2012 - 2013** VP of Architecture, Construction & Facilities, Panda Restaurant Group
- 2011 - 2012** VP of Architecture & Facilities, Panda Restaurant Group
- 2009 - 2011** Senior Director of Store Planning, Arby's Restaurant Group
- 2002 - 2009** Director of Design, Arby's Restaurant Group

Key Accomplishments & Notable Achievements

Chief Development Officer, Chipotle Mexican Grill

- Developed a holistic restaurant portfolio strategy for US, Canada, and Europe to improve the existing restaurant portfolio and drive the brand's growth
- Directed all aspects of real estate development strategy and contract administration
- Lead Chipotle's new restaurant growth of 750 restaurants since 2019, roughly 33% net new growth in North America
- Developed the "Chipotlane" strategy and led growth of over 500 Chipotlane restaurants since 2019
- Led global execution of digital revenue generating initiatives to grow the digital business in existing and new restaurants

Exceptional Women Awardee by the EWA Foundation in 2020

Chief Development Officer, Panda Restaurant Group

- Led a fundamental shift around innovation and brand development to drive portfolio growth
- Implemented real estate long-range planning process to develop 25 new domestic DMAs in 4 years
- Led real estate, design, construction, and sustainability for full-service and fast-casual brands
- Transformed Panda Express building prototype to spur 23% growth in average unit volume

Education

Harvard Business School,
Advanced Management Program

American Intercontinental University,
Bachelor of Fine Arts

Personal Facts

- An avid hiker who enjoys traveling to new places with her husband, Yusuf
- Enjoys cooking and entertaining with friends and family
- Speaks five languages



Her favorite McDonald's food item is the **Filet-O-Fish and Fries**

