



MICHAEL DEL POZZO
Senior Vice President & Chief Customer Officer
Frito Lay North America



Mike Del Pozzo is currently the Senior Vice President of sales and Chief Customer Officer for Frito-Lay-U.S. In this role Mike leads the sales function overseeing strategy, sales planning and commercialization for Frito-Lay's U.S. customer sales organizations, with responsibility for retail, ecommerce, PepsiCo Customer Teams, Hispanic Business Unit, and food service businesses.

A 20-year PepsiCo veteran, Mike most recently served as Senior Vice President, Commercial Planning across our PepsiCo Beverages North America business where he was accountable for all North America Beverage commercialization including Revenue Management, Ecommerce, and Innovation Planning and Governance. Prior to assuming that role, he was the Senior Vice President & GM leading our PepsiCo Kroger business where he had responsibility for all aspects of PepsiCo's portfolio of businesses cross-functionally with Kroger across the U.S.

Mike also has served as Vice President of sales leading Frito Lay's North America Walmart Business as well as Region Vice President for Frito Lay in the Pacific Northwest geography. Prior to those assignments, Mike spent time in Marketing leading Frito Lay's Portfolio Strategy and Activation along with Sports Marketing and PepsiCo "Power of One" Marketing. He joined Quaker in 1998 as a Marketing & Sales Intern, prior to the PepsiCo acquisition, and has held leadership positions in Supply Chain, Marketing, Field Sales, Customer & General Management, and Commercialization. Mike has worked on every one of the PepsiCo business units across NA Beverages, Quaker Foods NA, Frito Lay North America, and PepsiCo Corp.

Mike is a graduate of Bowling Green State University and has moved around quite a bit over the years with PepsiCo working in 9 locations across the US. In his spare time, he enjoys spending time with his wife, Curry and their two daughters, Isabella and Gabriella and mentoring young talent across PepsiCo. He also enjoys exercising and traveling with the family. Mike also spends quite a bit of time focusing on his responsibility as an Executive Sponsor for the Andy Dalton Foundation & Chapter Advisor for Network of Executive Women, North Texas. Additionally, he takes a personal passion for the industry he operates in and serves as Co-Chair on the GMA Sales Executive Committee.