



**Mike Del Pozzo**  
**Senior Vice President of**  
**Sales and Chief Customer**  
**Officer**  
**Frito-Lay North America**

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Mike Del Pozzo is currently the Senior Vice President of sales and Chief Customer Officer for Frito-Lay North America. 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 and food service businesses.

A 20-year PepsiCo veteran, Mike has worked on every one of the PepsiCo business units across North America Beverages, Quaker Foods North America, Frito-Lay North America, as well as at PepsiCo corporate headquarters. 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 has held leadership positions in Supply Chain, Marketing, Field Sales, Customer & General Management, and Commercialization. Mike is passionate about the industry he operates in and serves as Co-Chair on the GMA Sales Executive Committee. Mike is a graduate of Bowling Green State University. 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 serves as an executive board member of the AJD foundation in Cincinnati.

