

Louise O'Sullivan

Empowering Women in the Workplace

Louise O'Sullivan, an accomplished entrepreneur and award-winning industry executive, has embarked on a new career as a Leadership Speaker, bringing her extensive experience and expertise to corporate management teams and women's groups.

O'Sullivan's key presentations are designed to help women flourish in leadership roles and assist leadership teams in empowering young executives in the workplace. Speaking engagement topics include:



- *Things Are Really Different Now... Aren't They?*
- *Can Women Flourish in a Male Dominated Industry?*
- *Unveil Your Corporate Culture: Make Sure Every Employee Flourishes, Especially the Women, In Your Company*
- *Get the Most from Your Female Team Members AND Maximize Your Company Reputation*

Entrepreneur and CEO

Twenty-two years ago, Louise O'Sullivan founded Prime Advantage, a successful industrial manufacturer's buying consortium (GPO) dedicated to: 1) reducing the overall costs of doing business, and 2) increasing profitability for both buyers and sellers in the network. Prime Advantage negotiated supply chain programs with Endorsed Suppliers of raw materials, components, services and supplies for its 2000+ Member Companies. In 2017 O'Sullivan, the company's Chairman, CEO and Founder, sold Prime Advantage to OMNIA Partners, a GPO with over 150,000 members.

From 1985-1997 O'Sullivan was president of a Dover Corporation (DOV) company, Groen, an OEM manufacturer of commercial food service and industrial processing equipment. A former elementary school teacher, she joined Groen in 1975 as a part-time writer in the Marketing Department. During the next 10 years O'Sullivan rose rapidly through the ranks, serving as Vice-President of Sales, Marketing and Engineering immediately before being appointed President.

Industry Leader and Board Positions

O'Sullivan has a distinguished history as an industry leader. She is past President of NAFEM (the North American Association of Food Equipment Manufacturers) - a national trade association with over 700 corporate members. She served on NAFEM's Board of Directors, held the position of Treasurer, and chaired many NAFEM committees. O'Sullivan was the co-founder of NAFEM's CFSP (Certified Foodservice Professional) program and was Chair of the CFSP Board of Governors.

O'Sullivan was Vice-Chair of IFMA (International Foodservice Manufacturers Association) and a Commissioner of the Illinois Racing Board. O'Sullivan served on the boards of Taylor Capital Holdings, the parent company of Cole Taylor Bank, and The Entrepreneurial Advisory Board for the University of Chicago's Graduate School of Business. She was Vice President of the University of Chicago's Executive Program Alumni Club. She was a Director on the Board of Dukane Manufacturing, a privately-held family-owned company and was also a Trustee of Kendall College. O'Sullivan was a Trustee of the Illinois Restaurant Association Educational Foundation and Chair of FCSI's (Foodservice Consultant Society International) Allied Member Advisory Committee.

Award Winning Executive

O'Sullivan received many honors and awards during her past career. She was named the 2013 "Pro to Know of the Year" by Supply and Demand Chain Executive Magazine. She was the 2005 winner of NAFEM's highest honor, the William W. Carpenter Award, as well as a recipient of the "Pacesetter of the Year" award in Marketing from the Roundtable for Women in Foodservice. O'Sullivan was a recipient of MAFSI's "Market Mover Award" and received the Edward B. Sweeney Award from the Baltimore All Industry Council. Johnson and Wales University bestowed an honorary Ph.D. degree on O'Sullivan.

O'Sullivan and her career are referenced in *General Managers in Action*, 1992, by Harvard Professor Frank Aguilar. She is also noted in *Managing Corporate Ethics*, published in 1994 by Oxford University Press, and in *Lessons in Leadership* by Charles Bernstein, 1993. In 1987, Harvard Business School published a case study on O'Sullivan and her management challenges at Groen. The study is currently in use at U.S. universities.

Industry Pioneer

O'Sullivan achieved many firsts including first woman president of a Dover Corporation company, first woman Board member of NAFEM and first woman president of NAFEM.

Education

O'Sullivan holds an MBA from the University of Chicago Graduate School of Business; an MA from Northeastern Illinois University in Child Guidance; and a BA from the College of St. Teresa in Winona, MN in Education/ Psychology.

KEEP IN TOUCH

LOUISE O'SULLIVAN

louise@louiseosullivan.com | 312-497-3101 | www.louiseosullivan.com

