

Louise O'Sullivan

Empowering Women in the Workplace

After retiring from her third career, Louise O'Sullivan, an accomplished entrepreneur and award-winning industry executive, began a new career as a Leadership Speaker and Coach. O'Sullivan's key presentations are designed to help young executives flourish in leadership roles and to assist leadership teams in empowering women in the workplace.



- 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

A commercial foodservice equipment industry veteran, Louise's career spans 5 decades. Louise founded Prime Advantage in 1997, following a 22-year management career in industrial manufacturing. Prime Advantage, a manufacturer's buying consortium (GPO), grew to encompass over 2000 manufacturing buying locations with more than \$17 billion in purchasing power. As Chairman and CEO, Louise sold Prime Advantage to Omnia Partners in June 2017 and remained on the team as a consultant through June 2018.

Prior to founding Prime Advantage, Louise was President of the Dover Corporation/ Groen Division, an OEM manufacturer of commercial food service and industrial processing equipment, a position she held for more than 12 years. A former 3rd grade school teacher, Louise joined Groen in 1975 as a part-time advertising writer. Rising rapidly through the ranks, she served as Vice-President of Sales, Marketing and Engineering before being appointed President in 1985. Louise was the first female president in Dover, a \$5B company at the time, as well as the first female president of Groen.

Industry Leader and Board Positions

O'Sullivan has a distinguished history as an industry leader. She is past President of NAFEM (North American Association of Food Equipment Manufacturers), its first female president. Louise served as a Director as well as Treasurer of the IFMA Board (International Food Manufacturers Association).

Louise served on the boards of Taylor Capital Holdings, the parent company of Cole Taylor Bank, Dukane Manufacturing, Kendall College, and The Entrepreneurial Advisory Board for the University of Chicago's Graduate School of Business. She was a Trustee of the Illinois Racing Board and was Vice President of the University of Chicago's Executive Program Alumni Club.

Award Winning Executive

O'Sullivan received many honors and awards during her past career. FE&S (Foodservice Equipment and Supplies Magazine) awarded its Lifetime Achievement Award to Louise in May, 2024. In 2021, NAFEM changed the name of their annual President's Award to "The Louise O'Sullivan Award of Excellence". 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.

Industry Pioneer

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

O'Sullivan is referenced in General Managers in Action, 1992, by Harvard Professor Frank Aquilar, as well as 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, highlighting the role of a female leader in a male-dominated industry. This case is still in use in colleges and universities today.

Education and Family

Louise holds an MBA from the University of Chicago; an MA from Northeastern Illinois University; and a BS from the College of St. Teresa in Winona, MN. She also was awarded a PhD (honorary) from Johnson and Wales University in Providence, RI. She delights in visits from her 5 children and their families at home in Chicago IL, Powers Lake WI, and Naples FL.

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louise@louiseosullivan.com (312) 497-3101 <https://louiseosullivan.com>

