



CAPITOL CITY SPEAKERS BUREAU

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Michelle Stacy

Travels from: **Massachusetts**

Fee Range: **\$10,001 - \$15,000**

Michelle Stacy is a senior leader with the consistent ability to run and scale businesses, and a commitment to creating world class cultures by developing and articulating a clear vision that ignites the organization to deliver innovation, drive P&L focused top line growth, and build powerful global brand franchises.

She creates forward thinking vision and executable plans that have driven strong growth at Gillette, P&G and Keurig by leveraging the combination of new product innovation, acquisition, ecommerce/social media, brand building, and overall excellence in marketing and sales execution. Michelle's tremendous value includes her operational expertise across all functional areas such as manufacturing, R&D, procurement, distribution and IT, as well as her ability to create a positive and focused culture that delivers both financial results and a commitment to a higher purpose.

Michelle is currently on the Board of Directors of iRobot Corp, Tervis Tumbler Company and Young Innovations Inc. She is also a Director Advisor to The Cambridge Group (an AC Nielson Company), the Expert in Resident at the Harvard Innovation Lab, and is a professional speaker on leadership, innovation and Women's Leadership.

In her previous position, Michelle was President of Keurig, Inc., a \$2 billion division of Keurig Green Mountain [NASDAQ: GMCR], where she had full P&L leadership with direct reports in all functional areas, and directed marketing and operations of all products across all sales channels, including management of the business partnership network. During her five-year tenure, Keurig's single serve coffee system grew from 2+ to 16+ million installed households delivering a CAGR of 61% in net sales and 74% in operating income, propelling total GMCR sales from \$493 million in revenue in 2008 to \$4.3 billion revenue for FY 2013. Her commitment to leadership, sustainability, and culture resulted in Keurig being elected twice as one of the top 10 places to work in Massachusetts.

Prior to joining Keurig, Michelle had a successful 25-year career with Gillette including the Procter & Gamble acquisition of Gillette in 2005. In her last role at P&G, she was Vice President & General Manager Global Profession - Oral Care where she directed the Global Professional activities for the Crest and Oral-B brands, led 700 people in 70+ countries, oversaw \$220 million in net sales, delivered over \$20 million in cost reduction and integration efficiency, and created a highly efficient global organization structure.

Her previous positions at Gillette included Vice President, Global Business Management-Oral-B, Profession and Kids Oral Care, leading the global management and development of the children's oral care business and the B2B Professional business; and Vice President, Global Business Management - Manual Oral Care, overseeing global business planning focused on product development and international market expansion including the launch of Oral-B Pulsar.



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Michelle Stacy continued

Previous leadership roles at Gillette included Vice President, Global Business Management-Stationery Products Division at Parker & Waterman, providing global general management and new product innovation, and participating in the divestiture team negotiating the Rubbermaid acquisition in 2000; Vice President of Marketing, Grooming and Personal Care with net sales of \$1.4 billion, including the Launch of Gillette Mach3 in the USA.

Michelle started her career in product management at Clairol and Richardson-Vicks. She received her Masters in Management from J. L. Kellogg Graduate School of Management at Northwestern University and her B.S. from Dartmouth College.

Most Requested Programs...

- Full Engagement Leadership - Balance, Hidden Stars, and Apples: What I Learned Over Coffee
- Strategy, Innovation & Growth - Keurig, Gillette Mach3 and Oral-B: 5 Strategies that Transform Innovation
- Women's Leadership - My Career Journey: Balance, Leadership and Personal Choices