

Brian Cornell

Chief Executive Officer, PepsiCo Americas Foods

Brian Cornell is chief executive officer of PepsiCo Americas Foods. PepsiCo is a global food and beverage leader with net revenues of more than \$65 billion and a product portfolio that includes 22 brands that generate more than \$1 billion each in annual retail sales. PepsiCo's main businesses – Quaker, Tropicana, Gatorade, Frito-Lay and Pepsi-Cola – make hundreds of enjoyable foods and beverages that are loved throughout the world.

Cornell assumed this role in March 2012. PepsiCo Americas Foods (PAF) has a food and snack portfolio that includes Frito-Lay North America, Quaker Foods and all of PepsiCo's Latin American food businesses including Sabritas and the Gamesa business in Mexico. PAF reported \$24 billion in revenues in 2012, making it the largest sector of PepsiCo's four business units. Cornell is also responsible for overseeing all PepsiCo customer teams and Power of One activities within the Americas.

Cornell has more than 30 years of experience in consumer products marketing and general management. Prior to his current position, he was president and CEO of Sam's Club, a division of Wal-Mart Stores, Inc., where he also served as an executive vice president of the company. Previously, he was CEO of Michaels, the largest specialty retailer of arts and crafts in North America. He also served as executive vice president and chief marketing officer for Safeway, where he was responsible for the company's marketing, merchandising, manufacturing and distribution operations.

Earlier in his career, Cornell held several general management positions at PepsiCo, including president of Tropicana, president of PepsiCo beverages for Europe and Africa, and president of PepsiCo North America Foodservice.

Cornell is based in Purchase, N.Y.

Education:

- Bachelor's Degree, University of California Los Angeles (UCLA)
- UCLA Anderson Graduate School of Management

Affiliations, Appointments, Awards:

- Board of Directors, YMCA of Greater New York (2013-Present)
- Board of Directors, Polaris Industries Inc. (2012-Present)
- Marketer of the Year, Supermarket News (2005)
- Retailer of the Year, Grocery Headquarters magazine (2006)
- Board of Visitors, Anderson Graduate School of Management, UCLA
- Board of Directors, Centerplate (2010-2012)
- Board of Directors, The Home Depot (2007-2009)
- Board of Directors, Office Max (2004-2007)
- Board of Directors, Kirin-Tropicana (1996-2001)
- Former member of Board of Trustees, Culinary Institute of America

