



Joe Myers

jmyers@alixpartners.com

+1 646 428 9286

+1 706 531 6074

Joe is recognized for his leadership in guiding companies to improvements in profitability and growth trajectory by leading profit and growth transformations at companies across a range of industrial and service industries. Joe applies a unique combination of more than 15 years of operating leadership and 11 years of consulting that gives him a distinctive perspective on helping clients implement change. He has developed significant expertise in growth strategy, sales force improvement, pricing, sourcing, and merger integration and has become recognized as an expert in the areas of sales and channel design and approach as well as growth strategy. He has an MBA from the University of Chicago.

Relevant experience

- Led a major construction distributor in devising and implementing its growth strategy across multiple business units, including full sales force effectiveness and product and segment prioritization, resulting in an impact of earnings before interest, taxes, depreciation, and amortization (EBITDA) that exceeded \$100 million.
- Led a major chemical company in upgrading its pricing and sales force capabilities across multiple business units; EBITDA impact exceeded \$150 million.
- Led a major packaging company in focusing its strategy and upgrading its major account sales approach, resulting in an EBITDA improvement of more than 200 basis points.
- Led two major paper companies in integrating their operations after merging; EBITDA impact exceeded \$100 million.
- Led a major industrial distributor in transforming its sourcing approach for an EBITDA improvement of more than 200 basis points.