Michael Marchi is a senior business executive with experience being a strong leader, advisor, collaborator and industry expert for both fiduciary & advisory boards. He has served in board roles both for profit and not-for-profit corporations including Interceramic Corporation, Jennifer Adams Worldwide and Portland Providence Medical Center. He brings director level value to companies in durable goods manufacturing and distribution industries especially in the areas of plumbing, electrical, medical manufacturing, retail and wholesale distribution. His board skills reside in bringing a strategic knowledge of brand building, sales, marketing, supply chain/operations and digital/e-commerce. His expertise encompasses public, private equity and family-owned privately-held global corporations including prior leadership roles in General Electric, Citibank, Kohler, American Standard, Grohe and Lixil. He can help company boards that need to drive rapid growth, conduct turnarounds, and successfully integrate acquisitions.

Michael grew up in the Chicago suburbs; one of 4 children. He holds an MBA in Finance from DePaul University and a BS in Economics & Marketing from Elmhurst College. He is a graduate of the General Manager Program at the Harvard Business School and a graduate of the GE Managerial Development Program at GE Crotonville.

Earlier in his career, Michael spent 17 years at General Electric in roles with progressively increased responsibility and accomplishments as an industrial sales engineer, manager marketing programs, customer care center manager and, lastly, the order management and technical support center manager. He worked in four GE divisions including GE Supply, GE Corporate, GE Medical Systems and GE Electrical Distribution and Control.

He then moved into banking at a Senior Vice President level with Citibank where he was responsible for strategy and execution in centralizing 17 countries and 5 product-based B2B service units into two multi-product multi-lingual operations in Delaware and Dublin, Ireland.

Michael then became an executive with Kohler Company for fourteen years. Kohler is a $6B privately-held family-owned manufacturing company. Michael started as Director Customer Service Warehouse and Shipping – Kohler Plumbing Division. He was promoted to Director Supply Chain where he created the strategy and built the first fully integrated supply chain organization in Kohler. He was subsequently promoted to President – Ann Sacks Tile and Stone, a high-end retail store division of Kohler Company. He led a highly successful turnaround by refocusing the business on its core competencies, installing fiscal control and process management systems, performing an organizational upgrade and creating a showroom cultural shift. He was next promoted to President - Kohler Kitchen and Bath Americas where he led the largest most profitable business in the Kohler portfolio from 2007 to 2011 generating sales of over $1.6B. Michael worked with his team to gain nearly 600 basis points of market share during an economic downturn. He captured greater share of customer wallet and built stronger relationships with the senior teams of the division’s top wholesale and retail channel customers. He aggressively managed annual operating costs down by over $100 million. He also preserved higher investments in core strategic initiatives including NPD, brand building, digital and kept new product vitality above 25%.

Michael was recruited to Grohe as President and CEO of Grohe Americas located in NYC. At that time, Grohe was a PE owned company headquartered in Dusseldorf Germany with global sales of $1.6 billion. Michael was responsible for strategic direction, driving profitable growth and expanding the Americas business portfolio. He next spent time in entrepreneurial and private equity businesses before being recruited by Lixil to leverage his Kohler and Grohe experience. In March 2015, Mr. Marchi assumed the role of Chief Operating Officer for American Standard/Lixil, where he is responsible for day-to-day business operations and the transformation and integration of Grohe, American Standard and DXV brands under the Lixil umbrella. He has grown top line double digits, improved GM by 640 basis points and increased EBIT 252% over prior year. He currently lives in Scottsdale, AZ with Linda his wife of 35 years.