



CORY L. YATES, M.B.A.

Merchandising leader with a strong business acumen and a proven record for creating shareholder value, coupled with 20 years of diverse experience in Marketing, Sales, Operations, Services, and Field Merchandising. High energy, self-starter talented in New Business Development, Strategic Planning, Contract Negotiations, Change Management, and Coaching. Motivated by an entrepreneurial spirit that seeks innovative solutions that solves consumer needs and creates a competitive advantage.

Cory received recognition for engineering sustained market share growth across multiple businesses totaling nearly \$3 billion in revenue. In 2011, Cory was awarded Décor Merchant of the Year out of 34 Merchants by The Home Depot's Chief Executive Officer and Executive Vice President of Merchandising. Charged with providing strong leadership to the merchandising team, he is experienced in managing high financial impact businesses and driving profitable sales through strategic partnerships, new and exclusive products, on-shelf availability and competitive pricing. Under Cory's tutelage, five direct reports have been promoted to roles of increasing responsibility, including Merchant, Buyer and Brand Manager.

Cory success earned him an opportunity to lead a team responsible for acquiring new suppliers and selling additional services to existing Home Depot suppliers that generate nearly \$1 billion in revenue. Focused on building, maintaining, and enhancing relationships with nearly 300 suppliers, he ensures optimal execution of all merchandising initiatives by holding 26,000 field associates accountable through scorecard metrics and in-store quality walks. His team adds value by supporting The Home Depot's strategic priorities of driving convenience for customers, creating a best-in-class interconnected experience, and increasing speed-to-market of innovative new products.

Committed to creating shareholder value, Cory deployed strategies designed to expand an existing customer base and acquire new customers resulting in sales growth totaling over \$352 million and consistently delivering or exceeding company sales, profitability, market share and customer service targets.