

Mario Pilozzi

Consultant at Mario Pilozzi

Toronto, ON, CA

Former CEO of Wal-Mart; with the inside story of how Wal-Mart does everything so well

Biography

Mario Pilozzi's career spans more than 45 years in the Canadian retail industry, including seven years at the helm of Wal-Mart Canada Corp. As CEO, he took Wal-Mart Canada through the challenges of adapting the Wal-Mart system to the Canadian retail landscape, which in some countries has not always been a success for the company. He firmly established Wal-Mart as a retail force; he led the company through an extended period of growth, tripling the size of the workforce and developing new vendor relationships and a whole new supply chain. Wal-Mart's arrival in Canada had a major effect on many Canadian businesses, beyond retail. Manufacturers came face-to-face with volume demands they had never seen; shipping and distribution services transformed themselves into supply-chain experts; commercial real estate developed a whole new face in the expanding suburbs and rural areas. Wal-Mart's arrival in Canada was a game-changer, and everyone has something to learn from that story.

Availability

Keynote

Industry Expertise

Retail, International Trade and Development, Talent Management, Human Resources

Areas of Expertise

How to Compete With Wal-Mart, Building A Fiercely Loyal Employee Base, How to Sell to Wal-Mart

Affiliations

Institute of Corporate directors, Cairncroft Management, Cott Beverages, Wal-Mart

Sample Talks

Building a fiercely loyal employee base

The story of going from a small broken retail chain to a powerhouse across the country, adding 45,000 new employees who all have and hold the Wal-Mart culture

Event Appearances

Title

Ryerson University

Title

Party Packagers

Title

Institute of Corporate Directors

Title

CCSR Conference

Education

Rotman School of Business

ICD.D Corporate Directorship

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