



Susan Louis, VP of Healthcare & Strategic Accounts is responsible for leading Staples Business Advantage vertical sales division which markets to the healthcare industry, healthcare related group purchasing organizations (GPO's) and large commercial GPO's and consortiums. Her division is focused on sales, account retention, profitable growth and category expansion while delivering a better customer experience.

Under Susan's leadership, Staples has long standing contracts with all the leading healthcare GPO's in the U.S. The integration of commercial GPO's and consortiums into the mature and successful model has allowed Staples to provide additional product categories and a higher level of service that has produced a truly transformative experience for customers. Susan leads a team that is responsible for selling and managing these large complex contracts with dedicated and experienced account management at all levels of the account relationship.

Susan is a 34-year veteran of the office products industry. She began in her own office products business working and learning all aspects of the industry. Her company was purchased by BT Office Products, who then acquired Corporate Express in 1999, which in-turn was acquired by Staples in 2008. She created the industry leading healthcare vertical sales model and organization 25 years ago. It continues to be the market leader.

Susan is a passionate and well-respected leader. She has been successful throughout her career driving sales, growing existing business and most importantly creating valuable customer relationships. She is well known and respected in the industry.

Susan is a graduate of the University of Florida with a degree in advertising/marketing. She has been married to her husband Rick for 35 years. She is a devoted dog lover with an 85-pound labradoodle named Ollie.