



## Otis Sawyer

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Senior Vice President, La-Z-Boy Incorporated, and  
President, La-Z-Boy Portfolio Brands

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Otis Sawyer is Senior Vice President of La-Z-Boy Incorporated and President of La-Z-Boy Portfolio Brands. As President of La-Z-Boy Portfolio Brands, he leads the American Drew, Hammary, Kincaid and England furniture business units. These divisions include both domestic manufacturing and import models. Sawyer's leadership helped the La-Z-Boy Portfolio Brands to become a recognized leader in flowing casegoods products from Asia, resulting in improved dealer satisfaction.

Sawyer joined La-Z-Boy in 1993 as Vice President of Finance at England. Shortly thereafter, he was named Senior Vice President overseeing accounting, information technology and logistics.

In 2005, Sawyer served as CIO and Vice President of Corporate Operations for La-Z-Boy Incorporated. During this time, he initiated the transition from legacy mainframe-based systems to an ERP system. He also oversaw the initial development of a web-based retail management system for La-Z-Boy's company-owned retail store network. Several independent La-Z-Boy retail store chains have subsequently elected to adopt that system.

From 2008 to 2016, Sawyer returned to England where he served as President, instrumental in successfully leading England through the difficult years of 2008 and 2009, when the economy struggled and many furniture manufacturers went out of business. He maintained the focus on manufacturing upholstered product in the U.S. using a highly disciplined system for manufacturing custom upholstery with delivery in 21 days or less. This model enabled England to double in sales volume from 2008 to the present time. England owns and operates a sizable fleet of tractors and trailers and oversees all logistics for La-Z-Boy.

In 2015, Sawyer was given oversight of La-Z-Boy Casegoods. Under his watch, the casegoods division has grown sales and consistently improved the division's operating profit.

Prior to working with La-Z-Boy Incorporated, Sawyer held various financial positions throughout his career, including Controller for Councill Craftsmen, a North Carolina-based furniture manufacturer. He also served as Senior System Analyst for Hanes Holding Co., where he was responsible for programming a new scheduling system for the company's largest plant, achieving a 50 percent improvement in productivity.

Sawyer is a Certified Public Accountant, and holds an MBA from Wake Forest University and a Bachelor of Science degree with a double major in Accounting and Business Management from Guilford College.