



Otis Sawyer

Senior Vice President, La-Z-Boy, Inc., and
President, La-Z-Boy Portfolio Brands

Otis Sawyer is Vice President of La-Z-Boy Inc. and President of La-Z-Boy Portfolio Brands. As President of our 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 after joining England, 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 Inc. During this time, he initiated the transition from legacy main-frame 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. Sawyer was instrumental in successfully leading England through the difficult years of 2008 and 2009, when the economy was struggling and many furniture manufacturers were going out of business. He has maintained the focus on manufacturing upholstered product in the U.S. using a highly disciplined system for manufacturing custom upholstery and delivering it in 21 days or less. This model has 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 Inc., Sawyer held various financial positions throughout his career, including Controller for Council Craftsman, 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 a Master of Business Administration (MBA) from Wake Forest University and a Bachelor of Science degree, with a double major in accounting and business management from Guilford College in Greensboro, N.C.