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UNFI to realign its wholesale business

United Natural Foods Inc. is taking actions to advance the company's multi-year strategy focused on creating more customized value for its customers and suppliers and driving profitable growth.

In support of its strategy, the company will realign its commercial wholesale organization into two product-centered divisions, conventional grocery products and natural, organic, specialty and fresh products, while continuing to enhance its enterprise-wide commercial and supply chain capabilities.

Louis Martin, currently president of wholesale, will become president of conventional grocery products and UNFI chief commercial officer. Mark Bushway, currently chief supply chain officer, will become president of natural, organic, specialty and fresh products and UNFI chief supply chain officer.

"This realignment is another step in the execution of our plan to add value and improve efficiency and effectiveness for our customers and suppliers," said Sandy Douglas, UNFI CEO. "By empowering our commercial teams to provide a more customized product and service-centered experience, we intend to help our customers and suppliers differentiate, compete, and grow profitably through a more responsive, efficient, and effective operating model."

Each division will have focused sales teams aligned to the unique product and service needs of the 30,000 retail locations that UNFI serves. Both divisions will be supported by dedicated functional experts in merchandising, operations, procurement and supplier services.

Capability centers of excellence in areas including supply chain, professional and digital services, and private brands will work across the divisions to support sales leaders in building customized programs to help customers and suppliers accelerate their growth strategies.