

North American Commercial Team New Structure

Dear all,

Following a comprehensive review of our ambitions and plans for the North American market in the light of our Long-Range Plan we will be making the following changes to the Commercial Team, **effective January 1st, 2020**.

As we further hone our channel driven structure, we will amalgamate the Fine Art Multiples and Fine Art Independents Commercial Structure into one channel – mirroring previous changes in our local Marketing structure.

- **Andrew Kimball** will become Channel Director - Fine Art. Andrew will retain his current reports as well as the addition of FA Key Account Managers **Doug Ahrens** and **Michel Ritz** whose roles remain unchanged.

Art & Craft and Ecommerce remain strategic pillars for growth and to support this the following changes will be made to allow for additional resource and focus.

- **Margherita Imburgia** will become Channel Director - Art & Craft & Ecommerce. **Kathy Brennan** will retain her current accounts and report into Margherita.
- **Barry Davis** will become Account Director - Michaels and report directly to me. Michaels is our largest partner globally and key to our current and future success - Barry's complete focus on this customer will be a key enabler for our future. Margherita will also become involved in Michaels as she increases her knowledge of the Art & Craft channel.
- **Kevin Lee** will transition to his Global Ecommerce Director role fully, reporting to **Gail Pasquier**, whilst **Brad Pironciak** will retain his current North American Ecommerce responsibilities and report to Margherita.

Please join me in wishing all involved every success in their new roles and responsibilities.

Kind regards,



Steve Chamberlain
Vice President & General Manager – North America