

Julius Pryor, III



Julius Pryor, III, is an accomplished executive who pushes innovative strategic thinking. Mr. Pryor is a courageous champion who leverages diversity and inclusion to drive sustainable outcomes. General Managing Partner of *J. Pryor Group, LLC*, he is a speaker, provocateur and strategic consultant, in high demand. He helps individuals and high performing teams marshal strengths to realize true potential. He talks about conceptual thinking: becoming more *comfortable* being *uncomfortable*. He speaks about how to be relevant in the 21st century.

Mr. Pryor recently served as Vice President, Global Diversity for Coca-Cola Enterprises. He developed a strategic plan for diversity and inclusion, clearly defining outcomes for workforce and marketplace objectives.

Previously, he was Vice President, Global Diversity, for the Johnson & Johnson Consumer Group. There, he led initiatives that fostered innovative thinking regarding new products and customer relationships, as well as establishing fresh approaches to managing the workforce, workplace and global marketplace. He built a proven record of success, in pharmaceutical, medical device and diagnostic product business units in North America, Asia Pacific, South America, and Europe.

Before joining J&J, Mr. Pryor served as Director Diversity Strategies for Russell Corporation, a branded apparel company best known for Russell Athletic®, Jerzees®, and Spalding® lines. Reporting directly to the Chairman and CEO, he developed initiatives that dramatically improved the company's revenue by increasing market share with new customers. He emphasized marketplace outcomes and business results.

Before joining Russell, Mr. Pryor held a number of sales management roles with TAP Pharmaceuticals, a joint venture between Abbott Laboratories and Takeda Pharmaceuticals of Japan. He was a leader in developing the organization's National Account Management Team, and was responsible for managing key relationships at Humana, United Health Care, Wal-Mart, HCA, and the V.A. Medical Center System. He developed a critical relationship with the National Medical Association and received awards for building awareness of Prostate Cancer Disease in at-risk communities.

Mr. Pryor has 22 years as a U.S. Navy Officer, serving in various commands, most notably as part of the historic re-commissioning crew of the USS Missouri (BB-63). He was on board for Missouri's first major deployment: a circumnavigation of the world. He has been in a number of Navy leadership roles. He has completed course work at the National Defense University and the Naval Postgraduate School. Mr. Pryor holds the rank of Captain, and is a certified instructor for the Navy Officer Leadership Development Course.

A sought-after speaker, he has conducted workshops and delivered presentations at Kellogg School of Management (Northwestern), Rotman School of Management (University of Toronto), Ross School of Business (University of Michigan), Johnson School (Cornell), Opus College of Business (University of St. Thomas), Auburn University, and the Conference Board. He presented at the first Japanese Diversity and Inclusion Conference (Tokyo). His topic: *Driving Business Outcomes by Leveraging Leadership Roles for Women*.

Mr. Pryor is a graduate of Morehouse College (Atlanta, GA) and the Williston Northampton School (Easthampton, MA).