

SPEAKER INFORMATION

Robert (Bob) Downie

President and CEO

Duravit Americas

Phone: 630-450-3929

bob.downie@us.duravit.com

Bob Downie serves as president and chief executive officer of Duravit Americas, where he plays a crucial role in shaping both long- and short-term growth strategies. He focuses on motivating and developing the Duravit team, developing the route-to-market strategy, transforming the brand and culture, and ensuring the company's financial health.

He is recognized for fostering a culture of collaboration, innovation and excellence. Downie employs visionary thinking to identify and swiftly adapt to market and industry trends, ensuring success for leading consumer and building product customers across all channels, including Ferguson, Lowe's, Home Depot, Walmart, Wayfair, and Amazon.

Downie is an award-winning, seasoned global C-level executive leader with expertise in designing, implementing and leading organizational transformation and growth; driving improved culture of sales planning, execution and continuous improvement; streamlining and optimizing organizational structures, go-to-market philosophies, and operations; and building, coaching and mobilizing high-performing and energized teams

Previously, Downie served as senior vice president of sales and vice president of commercial/project sales and operations at LIXIL, where he ignited revenue growth and spearheaded the development of the sales and route-to-market strategy.

Downie was formerly the senior leader for national sales and key accounts at Delta Faucet Company and served in other key strategic-focused roles. He played a pivotal role in pioneering and executing a comprehensive growth strategy that revitalized underperforming markets. Additionally, he championed key customer and brand initiatives, including developing and launching the company's first flagship brand showroom.

Respected by industry peers and team members, Downie has been featured in multiple industry-related articles. He attributes his ongoing success to his team members and his 25 years of dedicated focus on continuous improvement.

He is a member of the Plumbing Manufacturers International Strategic Advisory Council. Downie earned a Master of Business Administration and a Bachelor of Arts in communications.