



# MIKE DEL POZZO

President, US Beverages Category



Mike Del Pozzo is the President of PepsiCo's US Beverages Category, where he leads a core division of PepsiCo's business in the United States. He oversees a diverse and iconic portfolio of brands including Pepsi, Gatorade, Mountain Dew, Mug, poppi, bubly, Propel, LIFEWTR, Aquafina, Starbucks, Lipton, Pure Leaf and Brisk and a strategic distribution partnership with CELSIUS to distribute additional brands like Alani Nu and Rockstar Energy.

A 25-year PepsiCo veteran, Mike has held several senior leadership roles across the enterprise, spanning beverages, foods, corporate, with experience in nearly every function – including marketing, operations, customer management, revenue management, and commercialization. Most recently, he served as PepsiCo's President of North America, leading the Commercial and Customer agenda across PepsiCo's total foods and beverages businesses, strengthening omnichannel capabilities, evolving strategic business planning processes, democratizing shopper demand, and driving GTM innovation and transformation.

Earlier in his PepsiCo career, he served as President and General Manager of PepsiCo's Gatorade business unit, overseeing the company's iconic hydration portfolio end to end and leading one of the largest GTM transformations in beverage system history with the conversion of Gatorade into the DSD system market wide. During this time, he also led PepsiCo's Sports & Entertainment Center of Excellence, directing strategy, contact negotiations, and partnerships across the company's global sports and entertainment ecosystem. Prior to Gatorade, he was Chief Commercial Officer for Frito-Lay North America responsible for total retail, eCommerce, and Foodservice/Away From Home commercial strategy and execution.

Mike began his career with PepsiCo's Quaker and Gatorade businesses in 1998 as a Marketing & Sales Intern through their Leadership Development Program. He is a committed advocate for inclusion, employee development and growth and serves as an Executive Advisor for the Texas Region of NextUp.

Mike is a graduate of Bowling Green State University and resides in Frisco, Texas with his wife, Curry, and their two daughters.



Michael's Profile  
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