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RICK ROBILLARD **MANAGING PRINCIPAL**

Rick is a highly accomplished executive with a wealth of experience leading successful organizations across various sectors within the office interior industry. He began his career at Steelcase, Inc., where he participated in their prestigious Professional Accelerated Career Program and swiftly progressed to positions of District Manager and Training Manager. Over the course of eight years, Rick served as the Vice President of Sales and Marketing for the Revest Division, where he successfully established a robust distribution network and a national sales team. Under his leadership, sales skyrocketed from approximately \$10 million to an impressive \$200 million.

Driven by his passion for growth and strategic development, Rick transitioned to the distribution channel, undertaking the task of rebranding and expanding a contract furniture dealership. His focus on building sales and cultivating internal support teams dedicated to strategic growth, profitability, and market expansion yielded remarkable results.

In 2017, Rick assumed the role of Managing Principal at Office Interiors/Facilitec, where he continued his record of building high-performing teams that drive growth, diversify sales, expand market presence, and enhance profitability. Under his guidance, sales have surged by more than 200% during his tenure.

Rick's extensive expertise spans the manufacturing, distribution, and architecture/design sectors, enabling him to provide clients with a well-rounded and comprehensive perspective. He leads his teams with a client-centric, process-driven, and logic-based approach, consistently delivering exceptional results in terms of growth and profitability.