

SUBRIANA PIERCE

If My Life was a Movie Title...

Ghosts of Mississippi

I was born in the deep South and raised in Jackson, Mississippi. We didn't have a lot of material possessions but we had each other. We were a close knit family. Growing up in Mississippi in the late 60's and 70's was an eye opener for me. I was taught to stand up and fight for what is right no matter what you have to go through. Thankfully, the world is changing, but we still have a long way to go.

Planes, Trains and Automobiles

Once I left for college, there was no stopping me. I got out of Mississippi and I moved all over the country! I attended the illustrious, Spelman College in Atlanta and Junior year even got to study abroad in London England. I travelled all over Europe including Spain, Italy, France and Germany. Upon graduation, I moved to Cleveland, Ohio to work for National City Bank. I then went to get my Masters in business Administration from University of Chicago. From there, it was on to the Grocery Industry. While getting my MBA, I interned at Dominick's Food Stores. Upon graduating, I started working at Jewel Food Stores and advanced to the Headquarters where I was a Category Manager. But Chicago was too cold! And I wanted to get back down South. So I found a role with Campbell Soup and moved to Atlanta to lead Category Management for the Kroger team. Frito Lay came calling in 1999 and I started a long career with Frito Lay starting in Atlanta and then moving to Dallas, Texas. After nearly 11 years, I got a call from a lady whom I had the utmost respect for, Sue Klug and she hired me as her Senior Vice President of Merchandising at Albertsons. And that's what brought me to Southern California!

The Flight of the Navigator

This brings me to today. I've remained in Southern CA after leaving Albertsons and along with my husband, we launched Navigator Sales and Marketing. We are a niche broker and now do business with nearly 7,000 stores nationally. We stepped out on faith! And love what we're able to do. It's been a blessing to work with many other small businesses, family owned businesses or women/minority owned businesses to help them realize their dreams of being in grocery stores. It's an honor to be in this position as Co-Managing Partner of Navigator Sales and Marketing. (www.navigatorsales.com) – ...my *Shameless Plug*

The Parent Trap

That brings me to MY Co-Managing Partner of Navigator and my Co-partner in life, my husband Allen. We met in 1989, on none other than an airplane. We married January 4, 1991. He had 2 beautiful children, Allen and Tiffany and then we had 4 others, Andrew, Micah, Taylor and Daniel. Allen III, now even has kids, Allen IV and Elijah. So yes, I'm a Grandma! A big family and such a blessing! It's less like the Parent Trap and more like, ***Love, Actually***.

Pay it Forward

I truly believe we are put on this Earth to serve others and that is how I serve God. I am blessed to be able to help organizations and volunteer my time. I am passionate about my alumnae chapter of Spelman College and give of my time to help young African American women go to college. I serve on the Food Industries Board of City of Hope and Co-Chair, United For Hope. I am active locally for the Network of Executive Women where I serve on the SoCal steering committee and I also consult the organization nationally on a more inclusive diversity strategy. Giving back is core to who I am. I am so excited to take a bigger role with the Illuminators and serve this organization in whatever way I can be of service.

It's a Wonderful Life

I work all the time and that's usually what I'm known for. So my hobbies are few and far between, but when I can break away, I'm shopping (or at least window shopping) and I absolutely love the spa! I also LOVE sports. But on an average weekend, when I can break away, Allen and I are usually, guess where...at the movies!

