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Favorite Mary Kay Ash’s Quote:
“Nothing happens until somebody
sells something.”

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David Holl

Chairman and Chief Executive Officer

BIO

As Chairman and Chief Executive Officer for Mary Kay Inc., one of the largest direct sellers of skin care and color cosmetics in the world, David Holl oversees all operational and fiscal initiatives for the multi-billion-dollar company. He is a member of the Mary Kay Inc. board of directors and leader of the company’s executive committee.

With nearly 60 years of history and operations in nearly 40 international markets, David is at the helm of the top beauty brand with more than 700 products in its global portfolio, thousands of Mary Kay Inc. employees and millions of independent sales force members worldwide.

David joined Mary Kay Inc. in 1993 and in 1996, served as Chief Financial Officer and Treasurer where he was responsible for the overall financial growth of Mary Kay across the globe. In 2001, he was named President and Chief Operating Officer and in 2006, David assumed the title of President and Chief Executive Officer.

Under his leadership, the powerhouse cosmetics company has expanded into numerous new markets and successfully diversified its revenue across Mary Kay markets worldwide. The company has also made significant progress on key strategic initiatives including global rebranding and global standardization of core systems and processes. During David’s tenure as Chief Executive Officer, Mary Kay’s global revenue has more than doubled, with markets around the world regularly setting sales and independent sales force records.

David has successfully steered Mary Kay’s global expansion with the unveiling of its most recent market, Mary Kay Peru. The beauty company opened its doors in Lima in 2017 following another successful launch in neighboring Colombia in 2015. To support the company’s growth and future needs in producing best-in-the-industry skin care color cosmetics and fragrances, Mary Kay Inc. invested more than \$100 million (USD) in the new global Richard R. Rogers Manufacturing / R&D Center in Lewisville, Texas. Mary Kay China also opened a new \$125 million (USD) corporate building in Shanghai, China. Prior to joining Mary Kay Inc., David served as Vice President in the corporate capital division at Citibank, based in New York. Prior to his career at Citibank, he was a financial analyst for Union Texas Petroleum in Houston, Texas.

EDUCATION

David earned a Bachelor of Science in Finance from Clemson University. He continued his education at the University of South Carolina where he earned a Master of Business Administration and was designated the outstanding MBA candidate. In 2008, he received USC’s Moore School of Business Distinguished Alumnus Award. He is a past Board Chair of the Direct Selling Association, as well as a member of the Personal Care Products Council (PCPC) Board and the World Federation of Direct Selling Association CEO Council. An active community volunteer, David serves or has served on numerous civic boards including The Nature Conservancy, the Southwestern Medical Foundation and the Dallas Citizens Council.

