



Kim Lopdrup
Senior Vice President, Business Development

Kim Lopdrup was named Senior Vice President of Business Development in June 2011. A member of Darden's Executive Team, Kim is charged with leading the company's new business growth and acquisition efforts driven by competitively superior insights into the dynamic consumer and competitive environment.



Darden is the world's largest full-service restaurant operating company with annual sales of \$7.5 billion. The company owns and operates 1,900 Red Lobster, Olive Garden, LongHorn Steakhouse, The Capital Grille, Bahama Breeze and Seasons 52 restaurants in North America, employs approximately 180,000 people and serves more than 400 million meals annually. In 2011, Darden became the first full-service restaurant company ever to be named to the FORTUNE "100 Best Companies to Work For" list.

Kim previously served as President of Red Lobster and Senior Vice President of Darden Restaurants, a position he held since May 2004. Kim led the brand to record profitability while comprehensively revitalizing the brand and repositioning it for sustainable growth. Kim joined Red Lobster in November 2003 as Executive Vice President of Marketing.

Prior to joining Red Lobster, Kim served as Executive Vice President and Chief Operating Officer, North America, for Burger King Corporation. He led that company's 8,500 North American restaurants to record guest satisfaction scores in both company-owned and franchised restaurants, contributing to a turn-around of declining same-store sales.

Before Burger King, Kim spent 16 years with Allied Domecq Quick Service Restaurants (now called Dunkin' Brands), the franchisor of Dunkin' Donuts and Baskin-Robbins. He turned around Dunkin' Donuts' previously-declining coffee business as that brand's Product Marketing Manager for Beverages. Later, as Vice President of Marketing, he managed Dunkin's iconic "Time to Make the Donuts" ad campaign starring Fred the Baker. And, as Chief Executive Officer of Allied Domecq's 3,500-unit international division, he took that business from record losses to record profits and dramatically accelerated its growth.

Kim began his career in brand management at Procter & Gamble, working on Folgers and High Point coffees and Citrus Hill orange juice.

Kim is currently on the boards of Wawa, Inc., one of the premier operators in the convenience store industry, and of Boys & Girls Clubs of Central Florida. Kim earned a bachelor's degree in Business Administration from the College of William and Mary and an MBA with distinction from Harvard Business School.