



## Jennifer Smith

Recognized as a 'culture innovator,' Jennifer is passionate about creating workplaces where people love to work and are inspired to make a difference. As the Founder and CEO of Innovative Office Solutions, she seeks to inspire people to love what they do and whom they do it with.

Under her leadership, her company has become the largest independent office solutions company in the Midwest and one of the largest in the nation. The Innovative success story is a result of employees guided by a shared vision, a set of core values and a brand promise that sets the tone for all interactions. This has resulted in Innovative being named among the "100 Best Companies to Work For" by the Minnesota Business Journal every year since its inception.

Innovative has re-invented how they go to market, offering clients new categories such as cleaning and facility supplies, educational supplies/furniture, workplace branding, managed print services and technology, along with office products and furniture and design.

Passionate about community, Jennifer serves on the Forum for the Women's Business Enterprise National Council (WBENC) Board; Dealer Advisory Board of Essendant; LDI Board Member; Minnesota Vikings Women's Advisory Council; and the InSports Foundation (the charitable arm of Innovative Office Solutions). She has received many accolades, including EY Entrepreneur of the Year for the Upper Midwest; Most Admired CEO by the Minneapolis/St. Paul Business Journal; The (Real) Power 50 by the Minnesota Business Magazine; 50 Fastest Growing Women Owned/Led Companies in North America (presented by the Women's Presidents Organization); 100 Best Places to work for seven consecutive years; and ranked for ten years on the Inc. 5000 fastest growing privately held companies in America.

Growing up in the small town, family-owned office supply business, Jennifer's mom and dad taught her at an early age that relationships matter. That philosophy guides her today.

“Don't let yesterday take up too much of today.”

— Will Rodgers

### FUN FACTS

My dad use to sneak me into Vikings games at the old Met stadium using his snowmobile suite. That's where my love of the Vikings started. Who knew I'd end up selling them 35,000 pieces of Furniture for their new stadium.

