



Monica Turner

President - Sales, North America

Monica leads Sales for P&G's business in North America, the Company's largest and most profitable region and home to many of P&G's largest retail customers. She works closely with customers and Sales teams in each of P&G's business units to develop winning plans that provide superior and sustainable consumer and retailer value. She is also responsible for transforming Sales capability and talent to lead in today's dynamic retail environment.

Monica joined P&G in 1987, progressing in expertise and responsibilities in sales, strategy and planning roles across nearly all P&G's business units. She has made significant impact across categories, channels and customers throughout her career. During the 2019-20 fiscal year, the first under Monica's leadership, North America achieved a record 10% NOS growth.

Monica is also known for her tireless leadership of equality and inclusion work within the company, the consumer goods industry, and across the Cincinnati community where P&G is headquartered. She developed the Open Doors program to accelerate development and progression of multi-cultural women. Monica also serves on P&G's Corporate Women's Leadership Team, as Chair for the Network of Executive Women (NEW), as a member of the Catalyst Advisory Board, as well as board positions with the University of Cincinnati and the Mercy Hospital System in Cincinnati.

Monica has been recognized as a Woman of Influence by *Venue Magazine* and one of the Top 100 Most Influential Women in Corporate America by *Savoy Magazine*. She has also received the Visionary Leadership Award from *Working Mother Magazine* and was recognized as a Woman of Excellence by the National Association of Female Executives (NAFE).

Birthplace	Year	Positions Held
Wichita, Kansas	2020	President – Sales, North America
	2019	Senior Vice President and Head of Sales, North America
Education University of Oklahoma B.A. in Business/Marketing, 1986	2017	Vice President, Sales—Market Strategy & Planning Beauty Care and Health & Grooming, North America
	2013	Vice President, Sales—Club & Home Hardware Channel, North America
Date Joined P&G June 8, 1987	2010	Vice President, US Market Strategy & Planning
	2009	Director, North America Market Development Organization, Household Care Business Units
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Monica Turner (cont'd)

Year	Positions Held
2005	Director, Family Dollar & Home Hardware Customer Team
2004	Manager, Customer Business Development, Delhaize Customer Team
2001	Manager, Customer Business Development, Kmart Customer Team
1999	Customer Marketing Operations Manager—Market Strategy & Planning, North America
1996	Manager, Health Care Project, North America
1994	Account Executive, Health Care, Albertsons Team
1992	Unit Manager, Health Retail Organization, North America
1990	Market Field Representative, Paper Business
1987	Sales Representative, Paper Products

Affiliations and Activities

Network of Executive Women, Board of Directors, Chair

Catalyst, Board of Advisors

University of Cincinnati, Board of Trustees

Mercy Hospital Cincinnati Region, Board Member

Recognitions

Women of Influence Award (*Venue Magazine*, 2020)

Top 100 Most Influential Women in Corporate America Award (*Savoy Magazine*, 2019)

Visionary Leadership Award (*Working Mother Magazine*, 2019)

Woman of Excellence Award (National Association of Female Executives, 2017)