



# Monica Turner

President, North America

Monica leads P&G's North America business, the Company's largest and most profitable region which accounts for 47% of net sales. Her organization serves 370 million consumers in the U.S., Canada and Puerto Rico, spanning sales offices, technical centers, manufacturing plants and mixing centers across the region. Monica has a track record of delivering transformational results in businesses, organizations and the CPG industry. She leads with a possibilities mindset, creating innovative approaches to extend the superiority of P&G brands, enabling an empowered and inclusive organization, driving breakthrough impact in P&G's largest region.

Monica joined P&G in 1987, progressing in sales, strategy and planning roles and making a significant impact across categories, channels and customers. In her prior role as President of Sales for North America, she led market growth and value creation across 10 categories and 65 brands. Her areas of expertise in innovating to accelerate growth across business models, building winning plans for P&G and its retail partners, and driving a growth mindset culture are hallmarks of her leadership.

Monica is also known for her passionate leadership of equality and inclusion within the company, the CPG industry and the community. Monica serves on P&G's Corporate Women's Leadership Team and is the Executive Leader of the global African Ancestry Leadership Network. She is on the Board of Directors of the Consumer Brands Association (CBA) and on the Board of Trustees at the University of Cincinnati. She was also the Board Chair of NextUp (formerly the Network of Executive Women), where she co-developed the Open Doors program to support, develop, and advance multicultural women in P&G.

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

Birthplace	Year	Positions Held
Wichita, Kansas	2021	President, North America
Education University of Oklahoma B.A. in Business/Marketing, 1986	2020	President, Sales, North America
	2019	Executive Vice President and Head of Sales, North America
	2017	Senior Vice President, Sales, Market Strategy & Planning Beauty Care and Health & Grooming, North America
Date Joined P&G	2013	Senior Vice President, Sales, Club & Home Hardware Channel, North America
<a href="#">LinkedIn Profile</a>	2010	Senior Vice President, US Market Strategy & Planning

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## Monica Turner (cont'd)

Year	Positions Held
2009	Vice President, North America Market Development Organization, Household Care Business Units
2005	Vice President, 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

Consumer Brands Association, Board of Directors

University of Cincinnati, Board of Trustees

NextUp (Formerly Network of Executive Women), Executive Committee  
Board of Directors, Immediate Past Chair

Catalyst, Former Board of Advisors

Mercy Hospital Cincinnati Region, Former 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)

Top 100 Global Sales Leaders (*The Modern Sales Magazine*, 2019)

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