



Monica Turner

Senior Vice President, Sales, North America

Monica leads Sales for P&G's business in North America, which is the company's largest and most profitable region and home to many of P&G's largest retail customers. She works closely with many of these customers, and with the 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, and has served in sales, strategy and planning roles across nearly all of P&G's business units. She is a diversity and inclusion leader within the company, the consumer goods industry, and across the Cincinnati community where P&G is headquartered. She serves on P&G's Corporate Women's Leadership Team, as Vice Chair for the Network of Executive Women (NEW), and as a member of the Catalyst Advisory Board, as well as board positions with the University of Cincinnati, the Greater Cincinnati YWCA, and the Mercy Hospital System in Cincinnati.

In 2017, Monica received the Visionary Leadership Award from *Working Mother* Magazine and was recognized as a Woman of Excellence by the National Association of Female Executives. Monica is a member of Delta Sigma Theta Sorority.

Birthplace	Year	Positions Held
Wichita, Kansas	2019	Senior Vice President, 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
	2005	Director, Family Dollar & Home Hardware Customer Team
	2004	Manager, Customer Business Development, Delhaize Customer Team

Continued...

Monica Turner (cont'd)

Year	Positions Held
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, Vice Chair

Catalyst, Board of Advisors

University of Cincinnati, Board of Trustees

YWCA of Greater Cincinnati, Board of Directors

Mercy Hospital Cincinnati Region, Board Member