



# Monica Turner

**Executive Vice President and  
Head of 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 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, and the Mercy Hospital System in Cincinnati.

Monica was recognized as a Woman of Influence by *Venue Magazine* in 2020 and as one of the Top 100 Most Influential Women in Corporate America by *Savoy Magazine* in 2019. In 2017, Monica 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). Monica is a member of Delta Sigma Theta Sorority.

### Birthplace

Wichita, Kansas

### Education

University of Oklahoma  
B.A. in Business/Marketing,  
1986

### Date Joined P&G

June 8, 1987

### Year

### Positions Held

2020	Executive Vice President and Head of Sales, North America
2019	Senior Vice President and Head of Sales, North America
2017	Vice President, Sales—Market Strategy & Planning Beauty Care and Health & Grooming, North America
2013	Vice President, Sales—Club & Home Hardware Channel, North America
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, 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)