



## PROFILE

Retired Procter & Gamble executive with 30 years service in broad range of roles including Sales Management, Marketing, Finance and Logistics/Supply Chain. Past 10 years in global roles with world-wide responsibility in Family Care and Beauty Care businesses. Successfully managing global and diverse sales and marketing teams located in various locations around the world. Key priorities of global work include:

- Initiative and portfolio success (upstream initiative design)
- Shopper-based design- winning in store vs. competition
- Creating strategic selling platforms (conceptual sales, strategy letters)
- Developing the global sales organization (recruitment & training)
- Building strong partnerships with global customers (Walmart, Tesco, Carrefour, Metro, Boots, Dairy Farm, A.S. Watson's, Target, Costco, Amazon) and high frequency stores in developing markets

## EXPERIENCE

**Executive Director**, *Professional Sales Forum* (University of Tennessee- Knoxville) March 2017- Present  
Training sales talent to generate revenue from day one.

**Adjunct Professor**, University of Tennessee - Knoxville, Department of Marketing & Logistics (August 2015 - current)  
Course champion for Marketing, Professional Selling and Business Administration, Corporate Social Responsibility.

**Associate Director**, *Global Supply Chain Executive MBA* ( University of Tennessee - Knoxville) July 2014 - March 2017)  
Recruit high-quality executive level candidates for Graduate & Executive Education Programs

**Global Sales Manager - Skin Care** (*P&G - Cincinnati*) July 2010 - July 2014 (Retired)

Leading the in-store and initiative design work for the global Olay business (\$2 billion annual sales) with key work including a restructuring of Asia business, sales counter global roll out and blockbuster new item innovation. Launched first ever global, in-store digital tool kit.

**Global Sales Manager - Hair Care** (*P&G - Cincinnati*) July 2007 - June 2010

Managed Pantene (\$3 billion sales) and Herbal Essences (\$750 million sales) portfolios. In 2008, added responsibility of Global Hair Color (\$800 million sales) to include Clairol, Nice n'Easy and Koleston.

**Global Sales Manager - Baby Care** (*P&G - Cincinnati*) July 2004 - June 2007

Responsible for Pampers in North America and Western Europe. Pampers is P&G's largest global brand accounting for \$6 billion in sales (my business was \$3.2 billion).

**Sales Manager - Male & Female Deodorant** (*P&G - Cincinnati*) February 2002- June 2004

Market strategy and planning role, responsible for Old Spice, Secret and Sure deodorant brands (\$750 million sales) for United States. Managed all key customer interfaces and channel development.

**Sales Manager - Coffee** (*P&G - Walmart Team, Fayetteville, AR*) January 2001- January 2002

Responsible for Folgers and Millstone brands on Walmart North America team.

**Other Key Assignments - P&G- New Orleans, Birmingham, Nashville** 1985-2001

- Customer Team Leader various US-based teams, P&G Campus Recruitment Leader various SEC schools
- Finance and Accounting Manager broadening assignment (3 year assignment)
- Logistics and Supply Chain broadening assignment (3 year assignment)
- Created and led Lower Income Consumer Team (2 year assignment)

**Sales Representative - IBM-Knoxville, Tennessee** 1981- 1983

## EDUCATION

**Masters in Business Administration** (Finance)- University of Tennessee, Knoxville 1985

**Bachelor of Science Business Administration** (Marketing)- University of Tennessee, Knoxville 1981