



Carla L. Williams
Senior Account Executive / Exchange Pillar Leader
Global Military Sales
Procter & Gamble Distributing Co.

Carla Williams is the Senior Account Executive / Exchange Pillar Leader for the Procter & Gamble Global Military Sales Team. She manages the Army & Air Force Exchange Service (AAFES), the Navy Exchange Service Command (NEXCOM), the Marine Corps Exchange (MCX), the Veterans Canteen Service (VCS), the Coast Guard Exchange Service (CGX) and Ships Afloat businesses.

Mrs. Williams has more than 25 years of consumer products sales experience. She has combined strong leadership, strategic, analytical and volume generating expertise to drive sales of P&G's billion dollar brands such as Tide, Gillette, Crest, Oral-B, Pantene, Duracell, Bounty, Charmin, Olay and Pampers.

Education:

Bachelor of Science Degree, Business Administration & Marketing
California State University, Long Beach

Professional History:

Senior Account Executive / Exchange Pillar Leader, P&G Global Military Sales Team
Account Executive, Beauty Care, P&G's Defense Commissary Agency (DeCA) Sales Team
CDAE, Beauty Care & Cosmetics, P&G's Rite Aid Sales Team
Account Exec, Paper, P&G's, Ahold Sales Team
Customer Manager, Beauty Care, Bristol-Myers Squibb
Broker Manager, Bristol-Myers Squibb, Clairol Division
Financial Operations Manager, Nestle Foods Eastern Region
Field Operations Manager, Nestle Foods Eastern Region
Marketing Analyst, Nestle USA Corporate Office, Glendale, CA

American Logistics Association History:

Appointed to ALA Commissary Council - 2011
Co-chair ALA Consumer Awareness Team – 2011

Professional Affiliations:

Board of Directors, Reston Chapter of The Links, Incorporated
Vice President, Reston Chapter of The Links, Incorporated