



**Sonya Powell**  
Strategic Market Director  
Johnson & Johnson Health Care Systems

Sonya Powell is currently the Strategic Market Director for Oncology, supporting Janssen Pharmaceuticals, a Johnson & Johnson company, in the Southeast region covering major markets in Alabama, Florida, Georgia, Mississippi, North Carolina, South Carolina and Tennessee. She is responsible for account management and customer service support for key health care plans, pharmacy benefit managers and government health care institutions.

Prior to this assignment, Sonya served as the Senior Regional Sales Manager for South Alabama and South Georgia with Ethicon, a Johnson & Johnson Medical Device company, where she was responsible for leading her sales team through executable sales strategies that resulted in meeting and exceeding national sales goals and objectives.

Before joining sales, Sonya worked internally at Ethicon Endo Surgery where she led the Sales Administration team. This team was responsible for harmonizing efforts and streamlining processes the field sales organization which included hospital credentialing, fleet, safe fleet, field sales new hire onboarding, off-boarding, and field sales sample management.

Sonya began her career as an Agriculture Sales Representative with Bayer Crop Sciences and as a 2nd Lieutenant in the United States Army Reserves. She is currently a Colonel in the Army Reserves and is an active member of the Johnson & Johnson Veterans Leadership Council. Additionally, Sonya is a member of J&J Global (ASCEND), African American Leadership Council and Before joining Johnson and Johnson, she worked as the Manager of Contract Administration with Phillips Medical Systems.

Sonya holds a Bachelor and M egee  
University, a and a  
Master studies from the United States Army War College. Sonya is  
currently working on a doctorate in Health Care Administration through Walden  
University.