

United States Postal Service®

INDUSTRYALERT

May 11, 2021

New Vice President, Sales - Shavon Keys

The Postmaster General has announced the appointment of Shavon Keys to the position of Vice President, Sales in the Chief Customer and Marketing Officer (CCMO) organization, reporting directly to the CCMO and Executive Vice President, Steven Monteith.

As Vice President of Sales, Shavon will be responsible for a \$58 billion account portfolio and new customer acquisition to support the \$26 billion growth target in the Delivering for America plan. With a customer-centric approach, Shavon will oversee customer acquisition, revenue growth and retention, business development, and the improvement of the Postal Service's market competitiveness and sales for commercial mailers.

In her most recent executive appointment as the Great Lakes Area Sales director, Shavon was responsible for the leadership and development of eight district sales managers and 78 sales professionals. She led efforts to update the Sales Management Process and established the Sales Leadership Summit that became the foundation for the Executive Sales Leadership Program.

Shavon began her postal career in 1978 as an automated mark-up clerk in Indianapolis, Indiana. She has held positions in Sales and Marketing since 1997, including Customer Service Representative, Account Representative, District Shipping & Mail Solutions Manager, and District Account Management Acquisition Manager. Shavon brings exceptional communication, engagement, and leadership skills to the vice president position, along with over 23 years of sales experience to the USPS leadership team.

Shavon is a graduate of the USPS Advanced Leadership, Executive Foundations, and Executive Leadership Programs. She has also received industry certification for Professional Selling and Sales Executive.



Sales Vice President Shavon Keys

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