

United States Postal Service®

INDUSTRYALERT

May 6, 2024

Officer Announcement Vice President, Business & Commercial Initiatives

Bill Fraine has been appointed Vice President, Business & Commercial Initiatives, effective May 4, 2024.

Bill will report directly to Postmaster General Louis DeJoy in this role and will be responsible for the creation and alignment of the Postal Service commercial strategy in concert with the network transformation changes to enable the Postal Service to accelerate growth. Bill brings extensive sales, operations and business development experience to this position which will guide how the Postal Services sells and integrates innovative solutions into the new transportation and processing network.

Most recently, Bill served as the Chief Commercial Officer at GXO Logistics. Prior to GXO Logistics, Bill held several leadership positions at XPO Logistics, including Division President of the Americas and Asia, as well as Executive Vice President and Chief Operating Officer, where he was responsible for new product development and key customer growth. He also held the position of Senior Vice President of Business Development and was responsible for driving revenue growth for XPO Logistics.

Bill started his career as a front-line employee in customer service, sales, and operations at FedEx. In total, he spent more than 20 years with FedEx serving in a variety of leadership roles—including the Senior Vice President of Sales.

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