

## **Sharon D. Owens**

### **Vice President, Pricing and Costing**

Sharon D. Owens was named vice president, Pricing and Costing, in January 2016. She reports to the chief financial officer and executive vice president.

In this position, Owens oversees development of published prices for all retail and commercial mailing and shipping products and services and supports the development of customized pricing through Negotiated Service Agreements. She is also responsible for collecting and analyzing product costing data as reported annually to the Postal Regulatory Commission.

Previously, Owens served as acting vice president, Sales, where she oversaw the direction and management of the Sales organization and business and customer support provided by the Business Service Network.

Owens began her postal career in 1995. She previously served as the Northern Virginia district manager; manager, Industry Engagement and Outreach; manager, Shipping and Mailing Services Strategy; and manager, Finance.

Owens earned a bachelor's degree in mathematics and a master's degree in operations research from the College of William and Mary in Virginia.

