

Shibani Gambhir

Vice President, Sales Intelligence and Support

Shibani Gambhir was named vice president, Sales Intelligence and Support in September 2023. She reports to the chief customer and marketing officer and executive vice president.

In this role, Gambhir leads the design and execution of sales negotiation, contract pricing, market research, sales enablement and lead generation strategies to improve the customer experience and improve market revenue shares.

Before, she served as vice president, Business Development, where she led the design and execution of the commercial sales strategy for a shipping portfolio of over \$10 billion. She drove growth with the Postal Service's largest enterprise and strategic accounts and led commercial strategy across the entire organization.

Gambhir started her Postal Service career in 2007, and has worked in multiple departments within Marketing, Sales, and Operations, including as director, Customer Contracts and Pricing, where she oversaw the Postal Service contracting process and ensured solution designs were centered on customer needs in an increasingly competitive market.

Gambhir has a bachelor's degree in logistics and transportation management from the University of Maryland and a master's degree in transportation policy, operations, and logistics from George Mason University. Gambhir has completed the Executive Leadership Programs and is a Lean Six Sigma certified Green Belt.

