

Bill Fraine

Vice President, Business and Commercial Initiatives

Bill Fraine was appointed vice president, Business and Commercial Initiatives, in May 2024. He reports to the Postmaster General and chief executive officer.

In this role, Fraine is responsible for the creation and alignment of the Postal Service's commercial strategy in concert with network transformation changes.

Fraine has extensive experience in sales, operations and business development. Before his USPS appointment, Fraine served as the chief commercial officer at GXO Logistics. He also held several leadership positions at XPO Logistics, including division president of the Americas and Asia; executive vice president and chief operating officer — where he was responsible for new product development and key customer growth; and senior vice president of Business Development.

Fraine began his career as a frontline employee in customer service, sales and operations at FedEx. He has over 20 years of experience with FedEx and served in a variety of leadership roles, including senior vice president of Sales.

