

Fiona Machado

Acting Vice President, Pricing and Costing

Fiona Machado was named acting vice president, Pricing and Costing, in May 2026. She reports to the chief financial officer and executive vice president.

In this position, Machado 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.



Before, Machado served as director, Pricing and Costing Strategy Support, where she led the July 2025 market dominant price change and supported initiatives that met strategic cross-functional reporting, pricing or costing objectives.

Machado began her Postal Service career in 2013 as a data analyst in Pricing and Costing, Statistical Programs, through the Management Internship Program. She worked in several roles focused on revenue and cost data analytics and reporting, including mathematical statistician; operations research analyst; program manager, Carrier Cost Systems; and manager, Revenue Compliance and Planning. Her first executive assignment began in 2021 when she was promoted to director, Revenue and Volume Reporting, and in 2023, she was selected as acting director, Mailing and Services Pricing.

Machado holds a bachelor's degree in economics and a Master of Business Administration, both from the University of Maryland. She has completed the Managerial Leadership Program, Executive Leadership Program and the Senior Executive Assessment Development Center.