

Juan Nadal

Vice President, Strategic Sales

Juan Nadal was named vice president, Strategic Sales, in April 2025. He reports to the senior vice president, National Sales.

Before, his current position, Nadal served as vice president, Strategic Accounts and Service Initiatives, from December 2024.

In this role, Nadal leads the execution of commercial sales strategies, managing a shipping portfolio of over \$25 billion. He is responsible for driving transformative efforts to enhance account management, expanding the Postal Service's market share and increasing revenue among the largest enterprise and strategic accounts. He also develops innovative solutions and products to address evolving market demands to ensure the Postal Service stays ahead of industry trends and delivers exceptional value to its customers.

Before, Nadal served as executive director, Strategic Sales and Account Initiatives, where he was responsible for developing strategies to penetrate new business opportunities while driving market share growth and revenue across all commercial sectors.

Nadal began his Postal Service career in 1999 as a city carrier in Miami Beach, Florida, and has held various positions of increasing responsibility across Marketing, Sales, Delivery and Operations.

Nadal studied Business Management and Finance at Florida International University. He is a graduate of the Postal Service's Managerial Leadership Program and Advanced Leadership Program and Executive Foundations. He is also a certified Lean Six Sigma Green Belt and is a Lean Six Sigma Kaizen Facilitator.



April 2025