

## Randy Workman

**Vice President, Mail Entry & Payment Technology (A)**

Randy Workman was named acting vice president, Mail Entry & Payment Technology in August 2020. He is responsible for the planning, development and implementation of systems, programs, policies and payment technologies supporting customers and the commercial mail channel representing \$43B in mailing and shipping revenue. This includes letter, flat and package volume for all mail classes. His other responsibilities include the development of innovative customer solutions, revenue protection, a \$31M budget and employee engagement and development.

Workman has more than 30 years of experience and knowledge partnering with our largest commercial customers to consistently develop new programs and processes as technology evolves to ensure value to the organization is maximized.

Prior to accepting his current position, Workman served as the director, Commercial Acceptance where he was responsible for the development and implementation of policies, programs, and procedures for the acceptance, verification, and entry of all commercial mailing and shipping products as well as customer installed postage payment systems.

Workman has served in a leadership role as the president of the board of directors for his local hospital. He served 12 years in this capacity where he was responsible for bringing the hospital back to solvency through strategic business decisions designed to create a sustainable positive cashflow for the hospital campus. He attended Eureka College, is Lean Six Sigma Green Belt trained and is a graduate of the Postal Service's Executive Leadership Program.



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