

Thomas Foti

Vice President, Product Solutions

Thomas (Tom) Foti was named vice president, Product Solutions in November 2020. He reports to the chief customer and marketing officer and executive vice president.

He is responsible for providing and enabling access to innovative services, products, and solutions to retain First-Class Mail volume; fostering direct mail and shipping growth, and creating and managing acceptance payment policies and programs with efficiency and customer focus. He is also responsible for managing existing product offerings and interfacing with external business customers to understand and adjust to meet market needs. Foti manages over 500 employees in Product Management, Product Classification, New Solutions, Commercial Product Payment and Policy, Product Acceptance and Support, Election and Government Mail Services, and the Pricing and Classification Service Center.



Before his appointment, Foti served as the Product Management executive director in Marketing, where he worked on key mail and shipping product strategies including managing all domestic products and special services. He has worked cross-functionally within the Postal Service and the postal industry, developing and executing key business and product strategies to drive financial performance and improve the customer experience.

Foti brings over three decades of Postal Service experience to this position. Some of his past assignments include leading the domestic package strategy and the world-class international platform initiative, where he was responsible for defining the Postal Service's strategies and key infrastructure investments for products and services; performing executive responsibilities by managing and prioritizing technology and engineering investments and leading product development and management activities for direct mail and periodicals; developing growth initiatives including Every Door Direct Mail and new innovative promotions and incentives for direct mail products; and serving as editor of Deliver magazine, an award-winning USPS direct marketing publication.

Foti holds a bachelor's degree in management science from the State University of New York at Geneseo, and a master's degree in business administration from the University of Maryland. He completed the Senior Executive Assessment and Development Center executive leadership program in July 2020.