

Robert Raines Jr.

Vice President and Managing Director International Business

Robert Raines Jr. was named vice president and managing director, International Business, in September 2023. He reports to the chief customer and marketing officer and executive vice president.

In this role, Raines leads teams responsible for driving the Postal Service's international strategy, business development, product development, processing and logistics functions.

Before, he served as vice president, Business Solutions, where he led the strategic and tactical design of a suite of commerce solutions for external customers by leveraging Postal Service assets to generate revenue through the development, integration and implementation of commerce solutions. He was also responsible for the Global Business portfolio, helping to better align international and domestic product offerings as the Postal Service develops dynamic commerce solutions to meet the evolving needs of its customers, both domestically and internationally.



Raines began his Postal Service career in 1988. He has held leadership roles at the district, area and headquarters levels in various functional areas and has more than a decade of executive leadership experience in operations, business and analytics. He has served as managing director, Global Business, in which he developed strategic initiatives to enhance international products and services and led international mail services negotiation of agreements and contracts with foreign postal administrations, suppliers, major postal partners and customers. He has also served as executive director, International Operations; executive director, Systems Integration; manager, Network Visibility Systems; manager, Customer and Field Performance; and manger, Operations Support.

Raines is a graduate of Ashford University where he received a Bachelor of Arts in operational management and analysis. He has completed various executive leadership courses including the Senior Executive Assessment and Development Program and is a Lean Six Sigma certified Green Belt.