



Donald F. Colleran

Executive Vice President, Chief Sales Officer

Don Colleran is executive vice president and chief sales officer of FedEx Corp. He leads a global organization of approximately 15,000 team members responsible for more than \$50 billion in worldwide revenue across multiple FedEx operating companies. His organization owns the customer experience from end to end, from the trusted and strategic business consultants to teams who develop and deliver back-end systems, tools, and integrated digital shipping platforms to manage the ongoing customer relationship. His Global Sales and Solutions teams execute on the FedEx growth strategy and help customers grow their businesses through unique selling solutions, and by providing opportunities to reach new markets, eliminate trade barriers, and expand their businesses globally. Colleran also serves on the Strategic Management Committee of FedEx Corp., which sets the strategic direction for the FedEx enterprise.

Prior to assuming his position as chief sales officer, Colleran was executive vice president of Global Sales and Solutions from July 2006 through December 2016. He began his FedEx career in 1989 as an international sales manager in Philadelphia. In 1992, he moved to Tokyo and began a 12-year global career in international sales and operations management. While in Tokyo, Colleran became managing director of sales, North Pacific Region, and in 1997 was named vice president, sales, for the Asia Pacific region, headquartered in Hong Kong. In 2000, Colleran was promoted to president, FedEx Canada, and remained in that capacity for three years before being named senior vice president, international sales, and moving to Memphis.

A native of Massachusetts, Colleran earned a bachelor's degree in business administration from the University of New Hampshire. He is a member of the University of Tennessee Health Science Center Advisory Board, American Chamber of Commerce, and US-ASEAN Business Council. He is also recognized as one of the *Irish America* magazine Business 100.

