

Tawnee Steinke

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Professional Summary

Tawnee Steinke serves as **Vice President of Product and Partnerships at BoxC**, an e-commerce logistics management platform connecting postal operators, airlines, and customs authorities to simplify cross-border trade.

With over a decade of experience in logistics, postal, and e-commerce industries, she has led initiatives that bridge commercial and postal networks, creating scalable, compliant, and efficient global solutions. Over the past three years, she has collaborated closely with the **UPU Consultative Committee, member posts**, and strategic partners to foster alignment between private-sector innovation and the public postal network.

Tawnee's professional expertise spans **regulatory compliance, cross-border data integration, product development**, and **sustainable commercial models** for postal operators adapting to digital transformation.

Professional Experience

BoxC | Vice President of Product and Partnerships

2023 – Present

- Lead global product and partnership strategy for an e-commerce logistics management platform.
- Oversee partnerships with postal operators, airlines, and customs authorities to modernize cross-border trade processes.
- Drive initiatives with the **UPU, IATA**, and **CBP** to enhance compliance, transparency, and interoperability.
- Collaborate with international stakeholders to develop scalable service models for last-mile delivery and customs integration.
- Represent BoxC at global postal and logistics forums.

Zonos | Head of Strategic Global Partnerships

2020 – 2023

- Developed and executed global product vision and partnership strategies, driving significant revenue growth.
- Built and managed a network of 100+ active partners across 30+ countries.
- Directed a team of partner managers and launched “Train the Trainer” programs to strengthen partner enablement.
- Achieved lead conversion rate and supported a high close rate through strategic alignment with sales.

Zonos | Head of Sales

2018 – 2020

- Created and executed a long-term sales strategy that delivered sustained growth.
- Coached and led a 10-person team to surpass targets, achieving year-over-year revenue growth.

Zonos | Senior Account Executive

2014 – 2018

- Expanded international client base and implemented enterprise-level software solutions globally.

BFF Coffees | Owner

2016 – Present

- Founded and manage an online coffee subscription company, achieving 20% year-over-year customer growth.
 - Oversee all financial, marketing, and logistics operations.
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Speaking Engagements

- GELF (Global Ecommerce Leaders Forum) – New York, 2021
 - Ecommerce Export Growth – Brussels, 2022
 - UPU World Leaders Forum – Frankfurt, 2022
 - World Mail & Express Conference – Tallinn, 2023
 - African Postal Leaders Forum – Côte d'Ivoire, 2023
 - UPU World Leaders Forum – Amsterdam, 2023
 - World Leaders Forum Podcast – 2023
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Professional Involvement & Recognition

- Member – International Mails Advisory Group (IMAG)
 - Member – UPU Consultative Committee
 - Member – WILDS (Women in Logistics & Delivery Services)
 - Member – Utah Women's Leadership Association
 - Nominee – *Amazing Women in eCommerce*, 2022 & 2023
 - Nominee – *Utah Women in Sales, Senior Executive Leadership*, 2022
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Core Competencies

- Global Partnerships & Business Development
- Product Strategy & Market Expansion
- Postal & Customs Compliance

- Cross-Border Logistics & Data Integration
- Commercial Contract Negotiation
- Leadership & Team Development