

Tom Schmitt
Senior Vice President
FedEx Solutions



Tom Schmitt continually explores new territory in the development of integrated solutions, leveraging the broad capabilities of FedEx to provide tailored answers for a wide range of customer needs.

Schmitt built FedEx Solutions from scratch when FedEx began its period of rapid expansion and acquisition. The division performs as a central hub to provide customers with the right combination of services to meet their needs, from supply chain management to shipping. FedEx Solutions supports every step of the process, from the initial sales call to implementation of the customer solution. As a result of his work to establish FedEx Solutions – often called the “secret weapon” of FedEx - he earned the Senior Officer FedEx 5-Star Award, the highest internal employee honor FedEx bestows.

Schmitt previously was President and Chief Executive Officer of FedEx Global Supply Chain Services, where he was directly responsible for all supply chain services throughout the FedEx operating companies. In 2006, he spearheaded the launch of FedEx Critical Inventory Logistics, a revolutionary service that provides two-hour order-to-delivery times by maximizing the capabilities of the vast global FedEx supply chain network.



Before joining FedEx in 1998, Schmitt leveraged his problem solving skills working for McKinsey, where he consulted with Fortune 500 companies in the areas of logistics, transportation and telecom. Prior to joining McKinsey, Schmitt worked for British Petroleum in London and the United States.

In 2007, he shared his expertise by co-authoring a book, *Simple Solutions*, which is sold worldwide and is the only book to have a forward written by FedEx Chairman and CEO, Frederick W. Smith. Since coming to Memphis 11 years ago, Schmitt has become a leader in the local community, and is currently the Chairman of the Board for the Memphis Regional Chamber of Commerce. In that capacity he is leading Memphis Fast Forward, the largest Economic Development initiative in Memphis' history. As a member of the executive board of the Shelby Farms Conservancy, he is heading up a \$100 million fundraising effort to make the largest urban park in America into a jewel for the entire community.

He was recently named to the *BusinessTN* “Power 100,” the magazine's list of the 100 most influential Tennesseans who do “the best job of influencing important state policy, running Tennessee's important institutions and getting things done for the state.”

A native of Biberach, Germany, Schmitt graduated with first class honors from Middlesex University in the United Kingdom. From there he went to Harvard Business School, where he received an MBA with highest distinction.