

## Representative Vell Placement

**JEFF CROUSE**  
**VP & GM, SMB**



Jeff Crouse has been selected to serve as the new VP & GM of Pitney Bowes' \$500m SMB business. He joins Pitney Bowes from Leads360, a provider of sales lead management software. As the SVP of Marketing & Business Development, he directed all customer acquisition-related activities, including SEO, affiliates, email, advertising, events, strategic partnerships, and channel sales initiatives.

Before his time at Leads360, Mr. Crouse spent 7 years at Stamps.com, most recently as the VP of Marketing. In that role, he led the national sales team, marketing analytics, online and offline advertising, direct mail, and indirect channel marketing. Before being named VP of Marketing, Mr. Crouse served as the company's Director of Sales & Marketing, Director of PC Postage Products, and Director of Corporate Strategy. Prior to joining Stamps.com, he was a Case Team Leader at Bain & Company. As Case Team Leader, Mr. Crouse led teams responsible for consumer product strategy, retail channel launch of new products, customer segmentation, and product positioning. Earlier in his career, he served as a Regional Program Director at the International Republican Institute, a non-profit foundation that provides assistance to countries undergoing major economic and political reforms.

Mr. Crouse holds an MS degree in Foreign Service from Georgetown University and an MBA from Northwestern University's Kellogg Graduate School of Management.

### **About Pitney Bowes**

Pitney Bowes (NYSE: PBI) is a global technology company powering billions of transactions – physical and digital – in the connected and borderless world of commerce. Clients around the world, including 90 percent of the Fortune 500, rely on products, solutions and services from Pitney Bowes in the areas of customer information management, location intelligence, customer engagement, shipping, mailing, and global ecommerce. And with the innovative Pitney Bowes Commerce Cloud, clients can access the broad range of Pitney Bowes solutions, analytics, and APIs to drive commerce. For additional information visit Pitney Bowes, the Craftsmen of Commerce, at [www.pitneybowes.com](http://www.pitneybowes.com).