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Volansi Hires 30+ year FedEx Veteran, Marvin Smith, to run Global Sales and Business Development

Smith's distinguished career and expertise in global supply chain logistics to further bolster market leading VTOL drone delivery services

SAN FRANCISCO, May 18, 2021 - [Volansi](#), the leader in vertical take-off and landing (VTOL) point-to-point drone delivery services, today announced the appointment of Marvin Smith as the company's new Senior Vice President of Global Sales and Business Development. In his new position, Smith will build a customer-centric, partner-engaging, and high-performance organization, continuing to position Volansi as the global leader in drone delivery for years to come.

Smith comes to Volansi from FedEx Worldwide Services, where he was managing director for over two decades. In that role, his group partnered with some of FedEx's most strategic customers in delivering global business solutions, managing close to \$1B in revenue. He was pivotal in the design and creation of Worldwide Services, the global sales arm of FedEx. His experience there also included work in operations, field sales, and global sales training.

"We're thrilled to have Marvin join our team. At this stage of our growth journey, it was critical for us to find someone that had a people-first focus, customer mindset, global revenue expertise, and an intimate understanding of the global supply chain landscape," said Volansi CEO and Co-founder Hannan Parvizian.

Smith's 30-plus years of experience at FedEx will help Volansi build a team that takes its market expansion efforts to the next level. Having worked in various verticals, he will provide a unique perspective of supply chain challenges and opportunities from around the world.

“I’m grateful to be joining the Volansi team. Knowing the great people, market-leading solutions, and an ecosystem vision to maximize growth, it’s the perfect opportunity to leverage my experience and be part of a world-changing growth story similar to what we did at FedEx,” Smith said. “The building blocks are in place to change logistics as the world knows it and help us grow exponentially.”

About Volansi:

Volansi provides fast, on-demand aerial delivery services for time-critical shipments over long ranges. We build and operate long-range, heavy-payload drones for commercial, defense, and humanitarian applications. Leveraging drone technology as a transportation method, we help our customers gain control of their supply chain by delivering critical equipment (and aid) where it otherwise faced unpredictable delays—helping to save time, money, and lives. To learn more, visit volansi.com or follow us on Twitter (twitter.com/volansi_j).

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