

ZACHARY R. ZALUSKI

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Senior Project Manager and Civil Engineer with more than 11 years of experience in industrial development, rail engineering, and large-scale site development. Proven leader of cross-functional teams with a strong track record of delivering complex projects on time and within scope. Highly organized, detail-oriented, and effective in fast-paced, evolving environments.

PROFESSIONAL EXPERIENCE

SENIOR INDUSTRIAL DEVELOPMENT MANAGER OF OHIO

Norfolk Southern Corporation | November 1st, 2025 – Present

- Provide senior-level oversight of industrial development initiatives across Ohio, supporting rail-served site selection, expansions, and strategic property decisions.
- Lead coordination across Marketing, Sales, Engineering, Transportation, Environmental, Legal, Real Estate, and Finance teams to advance complex development projects.
- Partner with state, regional, and local economic development organizations to position Norfolk Southern as an early and strategic participant in rail-using projects.
- Maintain and evaluate a comprehensive inventory of rail-served industrial sites and provide recommendations regarding property acquisition and disposition.
- Brief senior leadership on project pipeline status, risks, and opportunities to support informed decision-making.

INDUSTRIAL DEVELOPMENT MANAGER OF OHIO

Norfolk Southern Corporation | March 16th, 2024 – October 31st, 2025

- Managed industrial development projects supporting new industry locations and expansions throughout Ohio.
- Served as primary liaison between prospective industries and internal departments to align technical, operational, and commercial requirements.
- Collaborated with economic development partners to identify and advance rail-served development opportunities.
- Provided regular updates to senior leadership regarding active projects and regional development trends.

GROUP MANAGER TECHNICAL SERVICES

Norfolk Southern Corporation | April 1st, 2023 – March 15th, 2024

- Partnered with executive leadership to establish departmental goals, priorities, and long-term strategy.
- Led Engineering Services and GIS teams, overseeing staffing, performance management, and professional development.
- Directed conceptual planning for private rail facilities to ensure safe and efficient operations.

- Led development of a web-based portal to manage rail-served sites, buildings, and transload locations.
- Delivered project pipeline reporting and analytics to senior leadership.

SENIOR PLANNING ENGINEER

Norfolk Southern Corporation | February 17th, 2022 – March 31st, 2023

- Delivered conceptual rail and site engineering solutions across a multi-state southern territory.
- Led engineering discussions to identify site feasibility, operational impacts, and development constraints.
- Integrated GIS data into conceptual plans and preliminary cost estimates.
- Developed visual materials, renderings, and animations to support project marketing and stakeholder communication.
- Managed the Industrial Development internship program, overseeing onboarding and mentoring.

PLANNING ENGINEER

Norfolk Southern Corporation | December 1st, 2018 – February 16th, 2022

- Provided conceptual engineering support for industrial development projects across multiple states.
- Prepared track exhibits, cost estimates, and legal documentation defining ownership and operational responsibilities.
- Supported cross-functional teams with technical analysis and site planning recommendations.

DEVELOPMENT ENGINEER/MANAGEMENT TRAINEE/CO-OP STUDENT

Norfolk Southern Corporation | May 12th, 2014 – November 30th, 2018

- Supported Industrial Development Engineering teams through conceptual planning, CAD basemap development, and preparation of track exhibits and legal documentation.
- Provided technical and analytical support across highly visible, network-wide development projects.

BOARD & ADVISORY EXPERIENCE

BOARD MEMBER

North Pickaway County JEDD | March 16th, 2024 – Present

- Provide governance and financial oversight for the JEDD supporting economic growth within the North Pickaway County limits.
- Review and approve annual budgets, infrastructure investments, and allocation of JEDD income tax revenues.
- Support long-term economic development strategy, infrastructure planning, and coordination between participating jurisdictions.

BOARD MEMBER

Madison Township JEDD | March 16th, 2024 – Present

- Provide governance and financial oversight for the JEDD supporting economic growth within the Madison Township limits.

- Review and approve annual budgets, infrastructure investments, and allocation of JEDD income tax revenues.
- Support long-term economic development strategy, infrastructure planning, and coordination between participating jurisdictions.

BOARD MEMBER

Regional Growth Partnership | June 11th, 2025 – Present

- Provides governance and fiduciary oversight for northwest Ohio in advancing business growth and regional competitiveness.
- Guide strategic priorities, budget approvals, and major initiatives while supporting executive leadership.
- Collaborates with public and private stakeholders to align regional economic development efforts.

EDUCATION

BACHELOR OF SCIENCE IN CIVIL ENGINEERING

Kennesaw State University – Southern Polytechnic School of Engineering | May 2017

- GPA: 3.5
- American Society of Civil Engineers

TECHNICAL SKILLS

- **Engineering & Design:** MicroStation, OpenRoads, AutoCAD
- **GIS & Mapping:** ESRI ArcMap, ArcCatalog, Google Earth
- **Visualization:** Blender
- **Rail Tools:** Site Ops, Track Layer / Train Player
- **Business Systems:** Salesforce
- **Productivity:** Microsoft Word, Excel, PowerPoint, Outlook