

# Paul A. Jeffers

1032 Lansmere Lane • Columbus, OH 43022 • (614) 264-4379 •

Paul.Jeffers@nscorp.com

## WORK EXPERIENCE

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### *Norfolk Southern Corporation*

*Columbus, OH*

#### **Industrial Development Manager II – Ohio**

**2013 – Present**

- Responsible for Norfolk Southern's business development effort to generate new freight revenue in Ohio.
- Worked with customers and five operating divisions to plan proposed rail operations, develop approved track plans and secure new business.
- Provided marketing, strategic planning, real estate and government relations with information and expertise related to industrials development prospects.
- Provided site search assistance and guidance to rail served prospects.
- Maintained and created relationships with Economic Development allies.

### *Norfolk Southern Corporation*

*St. Louis, MO*

#### **Industrial Development Manager I – Illinois, Missouri, and Iowa**

**2011 – 2013**

- Responsible for Norfolk Southern's business development efforts to generate new freight revenue in three states.
- Worked with customers and two operating divisions to plan proposed rail operations, develop approved track plan and secure new business.
- Provided marketing, strategic planning, real estate and government relations with expertise related to industrials development prospects
- Provided site search assistance and guidance to rail served prospects

### *Hanson Professional Services, Inc.*

*Springfield, IL*

#### **Water Resources Engineer**

**2009- 2011**

- Responsible for hydrologic and hydraulic analysis in natural and urban watersheds
- Responsible for performing design calculations, preparing technical reports and creating drawings
- Performed hydraulic analysis necessary to obtain permitting
- Utilized Microstation, HEC-RAS, GeoRAS, HEC-HMS, HydroCAD, and ArcGIS

### *Norfolk Southern Corporation*

*Atlanta, GA*

#### **Planning Engineer**

**2007 – 2009**

- Completed 15 month Management Training Program
- Prepared conceptual engineering drawings for prospects
- Supported NS Industrial Development Managers with rail design expertise
- Provided estimates for track construction cost
- Utilized skills in Microstation V8, Itrax, and RPMs

## PROFESSIONAL ORGANIZATIONS AND LEADERSHIP ROLES

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- Northern Pickaway County JEDD – Served on Board of Directors (2014-Present)
- Active Member in Ohio Economic Development Association (2013-Present)
- Illinois Development Council - Served on Board of Directors (2012-2013)
- Illinois Development Council – Served on Membership Committee (2011-2013)
- Missouri Economic Development Council, Illinois Development Council – Member (2011-2013)
- American Society of Civil Engineers - Central Illinois, West Branch – Active member and served as Secretary and Treasurer (2010-2011)