

Paul A. Jeffers

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WORK EXPERIENCE

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

- Active Member in Ohio Economic Development Association (2013-Present)
- Former Member of Illinois Development Council - Served on Board of Directors (2012-2013)
- Former Member of Illinois Development Council – Served on Membership Committee (2011-2013)
- Former Member of Kansas City SmartPort, St. Louis Regional Chamber, Missouri Economic Development Council, Illinois Development Council (2011-2013)
- American Society of Civil Engineers - Central Illinois, West Branch – Active member and served as Secretary and Treasurer (2010-2011)