



## **Alan H. Shaw**

*President and CEO*

- Positioning Norfolk Southern to be more customer-centric and operations-driven
- Served in various Finance, Marketing, and Operations roles
- Helped Norfolk Southern build the strongest intermodal franchise in the eastern U.S.

**Alan Shaw is President and Chief Executive Officer at Norfolk Southern Corporation. Since 1827, Norfolk Southern has safely moved the goods and materials that drive the U.S. economy. Today, it operates a customer-centric and operations-driven freight transportation network that serves a majority of the country's population and manufacturing base, with connections to more than 54 inland, lake, river, and sea ports. Committed to furthering sustainability, Norfolk Southern helps its customers avoid approximately 15 million tons of yearly carbon emissions by shipping via rail. The railroad's dedicated team members deliver more than 7 million carloads annually, from agriculture to consumer goods, operate the most extensive intermodal network in the eastern US, and originate more automotive traffic than any other Class I Railroad.**

In his current role, Shaw oversees all areas of the company's business, building a customer-centric and operations-driven organization. With 28 years of achievement at Norfolk Southern, he is one of the most respected leaders in the industry. Shaw has helped the company build the strongest intermodal franchise in the eastern U.S., positioning the railroad for growth in consumer-oriented, service-sensitive markets. He has also led support for numerous innovations in customer-facing technology, sustainability, and new product offerings.

Shaw joined Norfolk Southern in 1994 as a Cost Systems Analyst and steadily moved into positions of increasing responsibility. Throughout his career at the company he has served as Business Development Manager (1998-2003); Director and Group Vice President, Coal Transportation Services (2003-2009); Group Vice President Industrial Products/Chemicals (2009-2013); Vice President Intermodal Operations (2013-2015); and Executive Vice President and Chief Marketing Officer (2015-2021).

Currently, Shaw serves on the board of directors of Norfolk Southern and the Metropolitan Atlanta Chamber of Commerce. He also sits on the board of trustees of Virginia Wesleyan University and Pace Academy in Atlanta, as well as the Roanoke College Parent Leadership Council.



Shaw earned a bachelor's in aerospace engineering and an MBA in finance from Virginia Tech. He completed the General Management Program at Harvard Business School and is a CFA charterholder.