



Claude E. Elkins

*Executive Vice President &
Chief Marketing Officer*

- Began railroading career as a Road Brakeman for Norfolk Southern in 1988 and has served the company for 35 years
- Leads Norfolk Southern's engagement with customers

Ed Elkins is EVP and Chief Marketing 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.

Appointed Chief Marketing Officer in 2021, Elkins leads the company's Intermodal, Automotive, and Industrial Products business divisions. He also manages the Real Estate, Industrial Development, Short Line Marketing, Field Sales, and Customer Logistics business groups.

After serving in the United States Marine Corps, Elkins was hired by Norfolk Southern as a Road Brakeman in 1988. He then served as a Conductor, Locomotive Engineer, and a Relief Yardmaster. Following his time in Operations, Elkins spent two decades in Intermodal Marketing. In 2016, Elkins was named Group Vice President of Chemicals Marketing, and in 2018, he was promoted to Vice President of Industrial Products.

Currently, Elkins serves as the Vice Chair of the Georgia Chamber of Commerce and sits on the boards of directors of the National Association of Manufacturers and TTX Company. Elkins also serves on the Georgia State University Marketing RoundTable and is a member of The Conference Board, Inc. on the Council for CMOs.

Elkins is a native of Southwest Virginia. He earned a bachelor's degree in English from the University of Virginia's College at Wise and an MBA from Old Dominion University with a concentration in Port & Maritime Economics.



He also holds management certificates from Harvard Business School, the University of Virginia Darden School of Business, and the University of Tennessee Supply Chain Institute.