

Stefan Loeb serves as Vice President Business Development and First and Final Mile Markets for Norfolk Southern Corporation. His responsibilities include prioritizing innovation around first- and final-mile products and processes key to short and long-term development while leading Norfolk Southern's Industrial Development, Real Estate, Market Research and Forecasts, Short Line Performance, Field Sales, and Trucking and Rail Integrated Solutions.

Prior to joining Norfolk Southern in April of 2023, Stefan spent thirteen years at Watco Companies, L.L.C. of Pittsburg, KS in various roles the last of which was Executive Vice President & Chief Commercial Officer. Before joining Watco in 2010, Stefan spent nine years at Bank of America and its predecessor LaSalle Bank, mostly in the Surface Transportation Division providing capital and banking services to railroads and rail supply companies.

Stefan is the former Chairman of the American Short Line & Regional Railroad Association, Executive Committee Member and past President of the Midwest Association of Rail Shippers, and holds a B.S. in Business, Finance from the Kelley School of Business at Indiana University – Bloomington.