



Job Posting Title

Summer 2016 Marketing Coop/Internship - Industrial Products & Coal (Business Majors)

Posting Start Date

03/21/2016

Job Title

Summer 2016 Coop/Internship Marketing - Industrial Products & Coal

Company

Norfolk Southern is one of the nation's premier transportation companies specializing in freight railroading. We operate approximately 21,000 route miles in 22 states and the District of Columbia, serve every major container port in the eastern United States, and provide efficient connections to other rail carriers. Norfolk Southern has the most extensive intermodal network in the East and is a major transporter of coal and industrial products.

We are a team of more than 28,000 employees working together to maintain our reputation as "The Thoroughbred of Transportation". As an industry leader, Norfolk Southern offers a competitive salary and an excellent benefits package. We are proud to be an EEO/AA employer M/F/Disability/Veteran. We maintain a drug-free workplace and perform pre-employment substance abuse testing.

Job Description

The Norfolk Southern Marketing division is seeking high performing business students to serve as co-ops on a rotational basis at our Norfolk headquarters and our regional office in Roanoke. Ideal candidates are willing to commit at least two work semesters, one of which can include a summer session. Salary for this full-time position is dependent upon the class level at the time of employment, and additional relocation assistance is offered for those who qualify. These positions are generally filled by marketing, management, finance, international business, economics or MBA students.

Co-ops are assigned to one of five commodity groups in Marketing including Coal, Chemicals, Metals & Construction, Agriculture or Paper, Clay & Forest Products. Our marketing team is responsible for maximizing profitability of existing business levels, developing new business, and maintaining and growing relationships with our existing customer base. As a member of this team, you will support internal customers in developing comprehensive market analyses and plans. Your quantitative analyses will be used to support Norfolk Southern's business review and forecasting processes, business development and operating metrics.

This position requires a strong analytical skillset as the candidate will provide support and analysis to the assigned commercial group which may include analysis of the quarterly revenue and volume forecast, preparation of presentation

materials and supplemental analyses including data on macro-economic trends and ongoing drivers within NS' markets. This would include distribution and analysis of reports on current business levels, and research studies that provide team members and management with actionable business intelligence.

Skills: The candidate must have strong analytical, verbal and written communication skills. Candidate must be proficient in MS Office, with emphasis on Excel. The candidate must be detail oriented and comfortable working in a team environment, interacting with all levels of supervision. The candidate should be a self-starter willing to study internal and external reference material to resolve problems and make suggestions for improvements.

Co-op Requirements: Our co-op program requires an individual be a full-time college student, have a formal arrangement with their academic institution, and be able to alternate full-time work and school semesters. The student may alternate between work and study for two or more terms. Department specific rotation requirements may vary.

Hours: Monday through Friday; generally 8AM to 5PM

Work Location

VA-Norfolk

Salary Information: All Co-ops will be paid according to the following:

Freshman - \$2,500/month

Sophomore - \$2,800/month

Junior - \$3,000 /month

Senior - \$3,300/month

Graduate Student - \$3,666/month

*Living stipend of \$850/month is available to those who qualify.

Work Location

VA-Norfolk