



Nicole McKinstry

AVP, Sales Operations

The Greenbrier Companies

Nicole McKinstry is the Assistant Vice President, Sales Operations at The Greenbrier Companies, a position she assumed October 2020.

Greenbrier is a leading designer, manufacturer and marketer of freight rail and marine equipment. McKinstry has served in various roles

for Greenbrier since 2009, ranging from entry-level to upper management.

She has participated in a number of transformative initiatives at Greenbrier, including the development of the company's award-winning Virtual Sample Railcar (VSR) program, which allows customers to inspect railcars remotely. In addition, McKinstry streamlined the way Greenbrier manages bids, proposals and orders as the company has grown its product portfolio, manufacturing footprint and customer base. Her team covers two umbrellas—pre-and post-award activities, covering the full scope of new railcar transactions.

As one of the most senior females at Greenbrier outside of the C-Suite, McKinstry takes her leadership position seriously. She enjoys mentoring females entering the rail industry and creates a welcoming space for them to grow their professional careers.

She is an active community member and participates in Greenbrier's volunteer initiatives. In addition to volunteering at food and clothing banks and cleaning up parks, she actively encourages her reports to participate in company-sponsored volunteer events. On her own time, she coordinates company teams for runs and other events that benefit health-related non-profits. These team-building exercises have increased cross-functional encourage employees to work well together, both inside and outside the office, while supporting worthy causes.