

Dale Williams – Biography

Dale Williams is Vice-President of Sales for GATX Rail Canada [Corporation](#), and is based in Montreal. A graduate of McGill University, Dale began her career with CN in the late 1970s. During her 24 years with CN, Dale occupied successively more responsible positions in the Labour Relations, Financial Planning and Marketing functions. A major highlight of her CN career was working on the Initial Public Offering of CN's stock, which was a milestone in the transformation of CN from a Crown Corporation to the successful private company that it is today. At various stages in her CN career, she was responsible for revenue planning, shortline relationships and the management of CN's Transload and Industrial Development teams.

After leaving CN in 2002, Dale worked the shortline industry for several years until she joined GATX in 2009. Dale was promoted to her current position as head of sales in 2011. Dale is a Director of GATX Rail Canada and a former board member of the Canadian Association of Railway Suppliers.

Dale and her husband Barry have two grown children, Laura and Jeffrey, who both live and work in Montreal.