

01/2023

Adviser – Customs & Transport Affairs

JOB SUMMARY

Reporting to the General Delegate to Eurasia, the incumbent plays a key role in supporting the IRU Delegation to Eurasia and the Department of TIR and Transit for delivering IRU's objectives in the region related to the promotion of road transport at national and international levels, easing transit with harmonised and facilitated border-crossing procedures and international best practices, safeguarding the industry's interests, and lobbying for TIR, transit and transport matters.

Reports to: General Delegate to Eurasia
Direct Report: none
Travel: up to 40%
Location: IRU Moscow

RESPONSIBILITIES:

ADVOCACY & TIR LOBBYING

Implement the lobbying of the relevant national and regional institutions and authorities to ensure that the policy decisions of IRU are effectively communicated and ultimately adopted by them. Using principles of transport economy, analyse trends and freight flows along major transport and transit routes, and formulate recommendations for improvements.

More specifically, lobby for TIR & transit to create favourable conditions for TIR and thus to bring benefits to both customs authorities and transport operators by working with the following relevant authorities and other partners:

i. Government authorities

- Maintain and further develop relations with the Ministries of Transport, Foreign Affairs and other relevant bodies from CIS.

ii. Customs

- Maintain and further develop relations with the CIS customs authorities.

iii. IRU Membership

- Maintain and further develop relations with CIS members and relevant EU members.
- Provide strategic analysis of transport policies and regulatory developments to internal stakeholders.
- Identify issues, which impact the industry and require members' joint position and a joint lobbying strategy
- Ensure coordination and consultations with CIS members in order to develop IRU's position on key matters of transit and transport in the region
- Communicate and promote IRU's strategy in coordination with members and to identify synergy opportunities and challenges.
- Co-ordinate and ensure that CIS members follow up IRU policy decisions with their respective national authorities and regional institutions.
- Support the work of CLEA: provide valuable input to its working programme, meetings agendas in line with IRU's strategy; effectively contribute to the CLEA meetings and ensuring their proper follow up.
- Manage the work of CAD: prepare its working programme, meetings agendas in line with IRU's strategy; effectively organising the CAD meetings and ensuring their proper follow up.
- Support membership expansion making sure that there is no conflict of interest with the current members.

iv. International organisations

- Develop and maintain working relations with international fora such as Eurasian Economic Commission (EEC), CIS Coordination Transport Meeting, Organization for Security and Co-operation in Europe (OSCE), Shanghai Cooperation Organisation (SCO), ADB (Asian Development Bank), etc.
- Create alliances with partners of the road transport industry and promote the views and opinions of IRU to the media, in co-ordination with IRU's Communications, and other concerned bodies in the region.

GROW USE OF TIR BY DEVELOPING TIR CORRIDORS

- Take all necessary actions to ensure total number of TIR carnets issued is in excess of set objective.
- Make stakeholders' mapping for assigned corridors with clear description of their roles and needs.
- Pro-actively participate in the customer engagement and the development of solutions adapted to the customers' needs.
- Engage with members in CIS and the EU, whose operators work in assigned corridors, to find levers driving TIR growth.
- Pro-actively get involved in subject matters related to transport, customs and logistics.
- Formulate and prioritise use cases, based on their value proposition and TIR volumes to be protected or grown.
- Define, prioritise, initiate, lead and organise the activities aimed at protecting or growing TIR issuance volumes in assigned corridors.
- Identify, define, prioritise, initiate and organise the activities aimed at delivering new solutions providing additional revenues.
- Track progress and coordinate all necessary activities aiming at implementation of defined activities, using project management techniques.
- Plan all activities with consideration to the budget allocated for the project.
- Execute all the above in coordination with different teams and partners.
- Ensure that the implementation of identified solutions is delivered fulfilling all customer expectations.
- Continuously monitor user experience, initiate necessary adaptations to the product, test and implement them.
- Manage the development and implementation of solutions, which may be related to the assigned corridor as well as other priority corridors, if required.
- Monitor any developments – related to politics, economy, competition environment, legislation changes, etc., which can potentially impact the use of TIR along assigned corridors and/or present business opportunities and propose required actions.

COMPETENCIES, SKILLS & BEHAVIOURS

- Detailed commercial and political knowledge of the region.
- Well established network of contacts within government and commercial sectors throughout CIS.
- Expertise in transport economy, logistics and customs matters
- Drive for results.
- Strong analytical, problem solving and project management skills.
- Influence & inspire internal & external stakeholders.
- Emotional intelligence: self-awareness, empathy, managing self and other emotions.
- Understand the sense of urgency & drive change, ability to work in multitasking environment.
- Commitment to IRU.
- Proactively driving IRU agenda both dealing with day-to-day operations and shaping long term strategic objectives.
- Proven ability to conduct outreach and develop trust-based relationships with government officials, politicians, industry representatives and other third-party stakeholders.
- Cross-functional collaboration to be successful in a matrix organisation.
- Excellent Presentation skills.
- Excellent oral and written communication in Russian and English is a must.