



October 2026

JOB OPPORTUNITY

Manager – EU Goods Transport & Customs Affairs

Helping the world get where it needs to be.

IRU is the global industry association for road transport, driving the sustainable mobility of people and goods across the planet.

Our rapidly evolving and dynamic organisation in Brussels is looking for a Manager – EU Goods Transport & Customs Affairs.

JOB SUMMARY

Enabling, coordinating and, where requested, leading, the Manager – EU Goods Transport & Customs Affairs will provide organisational and legislative support and will play a critical role in leading IRU's advocacy on EU goods transport issues. Working closely with the Associate Director – EU Goods Transport and the Director EU Advocacy – General Delegate, the Manager – EU Goods Transport & Customs Affairs will contribute to the shaping and implementation of IRU's EU policy and develop trust-based relationships with members, relevant public and private partners, government officials, politicians, industry representatives and other third-party stakeholders. The role will also represent IRU on EU customs matters, reflecting the industry's positions in shaping EU customs reform, and will support IRU's TIR objectives by working closely with DG TAXUD and other EU public- and private-sector stakeholders involved in customs matters.

RESPONSIBILITIES

Leadership

- Manage and lead the team, managing performance linked to yearly objectives and individual motivation, as well as supporting personal and professional growth.
- Define a robust training & development plan with each team member.
- Retain core and high performers through engagement, regular feedback and career development.
- Foster IRU culture and values, behaviours & competencies.
- Develop culture of success metrics, continuously measure and review check-points.
- Communicate the annual objectives clearly so that every team member understands how their role contributes, and keep team goals current, aligned and recorded in the HRIS.
- Create engaging team spirit and willingness to collaborate cross functionally.
- Manage resource allocation.
- Contribute to the achievement of IRU's financial targets.
- Ensure strong collaboration with key stakeholders within the matrix organisation to create "one IRU"

Goods Transport

- Lead the team, managing performance, motivation and development with a focus on advocacy and lobbying competencies.
- Identify and analyse EU policy, market and legislative and non-legislative trends, develop IRU EU policy and strategy proposals including appropriate prioritisation.
- Develop proposals for effective implementation strategies and actions, enabling sustainable operations for goods transport operators, in line with the policy and positions of the Goods Transport Liaison Committee.
- Monitor and influence the EU legislative and policy environment related to customs affairs.
- Attend events and meetings to represent the Goods Transport Liaison Committee in discussions with EU institutions, unions and other stakeholders.
- In conjunction with other functions, develop and build strong alliances with third-party stakeholders.
- Support on advocacy matters by managing policy dossiers, including drafting position papers, press and social media messages and undertaking advocacy at EU institutional level.
- Support preparation of meetings and management of the Goods Transport Liaison Committee and other related activities and events.

Customs, TIR and Transit Services

- Follow the EU customs reform: analyse the New Union Customs Code, its potential impact on the road transport industry and engage with public- and private-sector stakeholders, including the Trade Contact Group, in the development of the secondary legislation (delegated and implementing acts) by feeding industry positions into it before texts are locked in.
- Build and maintain the day-to-day institutional relationships (TAXUD, EUCA, Council working groups, European Parliament) to protect the industry's positions in customs matters.
- Create a political and business environment in the EU conducive to TIR and eTIR in the context of the EU customs reform, in coordination with the TTS Department in Geneva.
- Support the work of the TTS Department in Geneva on optimising the TIR guarantee chain in the EU.
- Work towards having TIR/eTIR effectively integrated into the EU Customs Data Hub architecture in collaboration with the TIR & Transit Services team based in Geneva.
- Grow collaboration with WCO and use the WCO platform for promoting IRU and TIR interests and for networking.

QUALIFICATIONS & SKILLS

- Master Level Degree in law, political science, European studies or a related field (other relevant qualifications are an asset).
- Minimum 3 years of experience in EU public affairs, law, policy, or within EU institutions.
- An understanding and experience with EU policy making and EU institutions (in customs and/or transport sector, or in a sector related to or relevant for road transport is an asset)
- Knowledge of EU decision-making processes and procedures.
- Industry expertise in transport, mobility or customs with relevant customer knowledge.
- Knowledge of the TIR Convention and good understanding of the functioning of the TIR system.
- Excellent command of English, other EU language is an asset.
- Proven ability to conduct, outreach and develop trust-based relationships with government officials, politicians including Members of the European Parliament, industry representatives and other third-party stakeholders.
- Drive for results with well-developed negotiation and commercial skills.
- Strong analytical, problem solving and project management skills.
- Influence & inspire internal & external stakeholders.
- Emotional intelligence: self-awareness, empathy, managing self and other emotions.
