November 2026

Mission Outline for
Road Transport Development and Operations Specialist

MISSION SUMMARY

This position is employed by [EOR name] (the Employer) and deployed in Egypt under the Employer's deployment mandate, in accordance with the IRU–EOR Master Service Agreement.

The Business Development and Operations Specialist drives the growth of IRU's TIR and Certification & Standards activities in Egypt and Middel East Region. Combining market insight with hands-on project management, the incumbent identifies, develops and validates TIR use cases through direct engagement with logistics operators, freight forwarders and shippers, and converts this intelligence into actionable business cases for national and international supply-chain stakeholders using Egyptian transit corridors.

On the operational side, the incumbent works closely with customs authorities, transport operators and partners to ensure that TIR procedures are implemented effectively and that TIR operations run smoothly day to day.

The incumbent also plays a key role in strengthening industry formalization and professionalization by growing IRU's Certification & Standards services rollout in Egypt, and in establishing IRU's Technical Assistance presence by winning selected projects and supporting their tendering and delivery through stakeholder coordination, logistics organisation and efficient process management.

Employer: Employer of Record (EOR)
Travel: Regular within Egypt, occasionally in the region
Location: Egypt

OPERATIONAL MISSION

TIR Development & Growth
Identify where TIR creates value for logistics operators and shippers, turn these insights into actionable business cases and support their implementation by:

- Monitoring national strategic initiatives, bilateral and multilateral transport agreements, government policies and customs regulatory developments to identify opportunities and risks for TIR expansion
- Mapping cargo flows, trade corridors, export/import structures, logistics practices and TIR routes in Egypt-related corridors to identify where TIR can meet trade needs and capture new business
- Conducting structured fieldwork with logistics operators, freight forwarders and shippers to surface pain points, unmet needs and latent demand for TIR across key corridors
- Translating field findings into documented TIR use cases, assessing each for commercial viability, regulatory feasibility and scalability

- Building and maintaining a live pipeline of TIR business opportunities, prioritised by volume impact
- Presenting business cases to internal stakeholders and external partners, with clear value propositions, field evidence and concrete implementation roadmaps
- Establishing close collaboration with customs and other relevant authorities to ensure that adequate procedures and processes are developed and implemented for the prioritised TIR business cases, involving Egyptian and international TIR operators
- Identifying and promoting procedural, regulatory and IT improvements that enhance TIR efficiency and increase its value for customs, transport operators and traders using Egyptian transit routes
- Applying project management methodologies to ensure that initiatives are delivered on time, measured rigorously and properly documented
- Ensuring regular coordination with IRU headquarters in Geneva and relevant regional offices to support aligned implementation of the TIR strategy

TIR Operational Support

- Closely monitor and facilitate TIR operations conducted by Egyptian and international hauliers in Egypt, resolve operational issues, identify bottlenecks and propose corrective actions
- Maintain close operational engagement with Egyptian customs officers and port and border agencies to streamline TIR procedures
- Plan and carry out field missions to border crossings to assess procedural readiness for TIR operations
- Ensure the operational readiness of TIR holders by delivering targeted training on the correct use of TIR tools and procedures
- Brief the line manager regularly on field developments, operational performance and emerging issues
- Carry out additional tasks as assigned by the line manager in support of IRU's mandate

Certification & Standards Business Development

- Advocate government entities to establish professional qualification requirements and present IRU services to help drive professionalism, efficiency and road safety
- Develop and implement a strategy to grow Certification & Standards services (IRU Academy, Examiner, RoadMasters, etc.) i, informed by market and competitor analysis
- Generate qualified leads through targeted engagement campaigns, industry events, presentations and demonstrations, and achieve agreed rollout targets
- Build and manage relationships with certification partners and public and private road transport stakeholders to secure further opportunities for IRU, including technical assistance
- Coordinate regularly with the Certification & Standards team, sharing local market insights and recommendations on new business models

Technical Assistance & Project Management

- Build relationships with IFIs and other public and private stakeholders supporting road transport and transit reform, positioning IRU as a relevant technical assistance partner
- Support the preparation of concept notes and technical and financial offers in line with IRU TA engagement standards
- Coordinate project administration and documentation, including contracts, order forms, partner support and status reports
- Keep senior management regularly informed of project progress, achievements and challenges

Account Management

- Support the Expansion team by identifying and developing hot leads to bring in new member companies
- Define IRU's advocacy value proposition in Egypt vis-à-vis current and potential IRU members
- Personally manage assigned member key accounts, providing tailored added value through monthly engagement and participation in IRU and member events, and record contacts in the CRM
- Drive member satisfaction and retention