

12/2021



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

**Our organisation in Geneva is looking for a**

## **TIR PROJECT MANAGER, MENA**

### **JOB SUMMARY**

Reporting to the Adviser Middle East, the incumbent is responsible for the initiation, planning, execution and monitoring of all aspect of TIR implementation in TIR Contracting Parties along assigned region, with the objective to grow TIR issuance volumes.

### **RESPONSIBILITIES**

#### **DEVELOPMENT OF TIR & OTHER TRANSIT AND TRANSPORT FACILITATION SOLUTIONS IN MENA**

- Pro-actively participate in customer engagement activities and in the development of TIR solutions adapted to the customers' needs under the guidance of the Advisor Middle East
- Formulate and prioritise use cases, based on their value proposition and TIR volumes to be grown under the guidance of the Advisor Middle East
- Define, prioritise, initiate, lead and organise the activities aimed at growing TIR issuance volumes as per the defined use cases
- Pro-actively assess and identify new business opportunities related to logistic industry and propose solutions in response to the industry needs
- 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 related to the assigned region as well as other priority regions, if required
- Monitor any developments – related to politics, economy, competition environment, legislation changes, etc., which can potentially impact the use of TIR along the assigned corridor and/or present business opportunities, and propose required actions
- Facilitate oral and written communications in Arabic between IRU and external stakeholders
- Execute all the above in coordination with different teams and partners
- Support other business lines as required

### **PROJECT MANAGEMENT**

- Apply project management techniques to track progress of activities in countries, which are in the process of TIR accession and implementation, and coordinate all necessary actions aiming at implementation of defined activities
- Apply project management techniques to track progress of activities in TIR operational countries aimed at growing TIR volumes and developing other business solutions, and coordinate all necessary actions among related teams
- Track and formalise user experience feedback and propose necessary adaptations to the product, their testing and implementation
- Plan all activities with consideration to the budget allocated

## **QUALIFICATIONS & EXPERIENCE**

- Project management
- Change management experience is a strong asset
- Excellent communication and networking skills is a must
- Fluent in oral and written English and Arabic; any other language is an asset
- Understanding of logistics and transportation is an asset

## **COMPETENCIES, SKILLS & BEHAVIOURS**

- Industry expertise and customer knowledge
- Drive for results
- Strategic thinker with 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
- Commitment to IRU
- Proactively driving IRU agenda both dealing with day to day operations and shaping long term strategic objectives
- Cross-functional collaboration to be successful in a matrix organisation
- Excellent command of English and Arabic is a must
- Foster IRU culture and values
- Fully committed to IRU and determined to reach our Game Plan objectives

If you are interested in this exciting opportunity, please send your motivation letter and most recent CV in English.