

— **Managing Director Regulatory
& Government Affairs**
FedEx Express



Dober Partners
Executive Search
& Consultancy

- 03** About FedEx Express
- 04** What You'll Do
- 06** Recruitment Process





FedEx Business

FedEx Express is one of the world's largest express transportation companies and has consistently been selected as one of the top 10 World's Most Admired Companies by "Fortune" magazine. Every day FedEx delivers for its customers with transportation and business solutions, serving more than 220 countries and territories around the globe. FedEx can serve this global network due to their outstanding people, who are tasked with making every FedEx experience outstanding. FedEx Express Europe is home to the biggest hub outside of the US at Paris-Charles de Gaulle, and is systematically building its network across the region through smart, strategic investments.

FedEx Philosophy

The People-Service-Profit philosophy (P-S-P) describes the principles that govern every FedEx decision, policy or activity. FedEx takes care of its people; they, in turn, deliver the impeccable service demanded by their customers, who reward FedEx with the profitability necessary to secure its future. The essential element in making the People-Service-Profit philosophy such a positive force for the company is where they close the circle, and return these profits back into the business, and invest back in their people. FedEx's success in the industry is attributed to its people. Through their P-S-P philosophy, FedEx has a work environment that encourages team members to be innovative in delivering the highest possible quality of service to their customers. The company cares for their well-being, and values their contributions.

FedEx Culture

FedEx culture and values have been a cornerstone of their success and growth since the company's inception in the early 1970's. While other companies can copy systems, infrastructure and processes, its culture makes FedEx unique and is often a differentiating factor in today's global marketplace. FedEx encourages team members to grow within the company and provides them with the necessary tools to develop their careers and managerial skills set within the business.

FedEx policies and programs support a strong employee culture, providing a safe, diverse and rewarding environment while allowing each region the autonomy to tailor its workplace environment to best fit its local workforce.



Job Title:

- Managing Director Regulatory & Government Affairs, FedEx Express

Location:

- Brussels offices of FedEx Express

Reporting to:

- Vice-President, Legal & Regulatory Affairs, Europe

Role, Responsibilities & Requirements

FedEx is recruiting the new role of Managing Director, Regulatory & Government Affairs in order to

- Lead and coordinate FedEx Express Regulatory & Government Affairs activities in Europe (in collaboration with European and International internal stakeholders)
- Pro-actively build and manage external relationships with a view on establishing FedEx as a credible partner towards European institutions, national governments and other stakeholders and help create or maintain a positive public image of the company
- Anticipate and communicate effectively on upcoming regulatory and legislative changes and identify their impact on FedEx Express' activities in Europe
- Develop and advise on plans to address policy matters

FedEx is looking for candidates with the following core competencies:

- Strong communicator
- Proven leadership in public or government affairs (10+ years of experience)
- In-depth knowledge of the European decision-making process and having a network in the European institutions
- Fit into a highly collaborative & functional matrix organization
- Master of Law or political sciences or equivalent through professional experience
- Excellent written and spoken English (one more language is a plus)

Recruitment Process



Dober Partners has been retained to draw up a shortlist of prospective candidates against the criteria set out in this document, and using their discretion and expertise to recruit a new Managing Director, Regulatory & Government Affairs together with FedEx's leadership and HR teams.

For further information please contact:

Mark Dober

M: +32 477 950 466

→ mark@doberpartners.com

Natalia Kurop

M: +32 488 945 579

→ natalia@doberpartners.com

www.doberpartners.com



Dober Partners
Executive Search
& Consultancy