

— **Secretary General**

European Community Shipowners' Associations (ECSA)



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ECSA is the “voice” of the European Shipping Industry. ECSA represents 19 national shipowners' associations based in the EU and Norway, and the future of 2 million workers on board and ashore.

ECSA has a Board of Directors, four specialised committees, a number of working groups and task forces, targeting specific issues, and a permanent Secretariat based in Brussels.

ECSA strives for a regulatory environment that fosters the international competitiveness of European shipping.

The EU Shipping industry: a success story

Did you know that 76% of the EU's external trade is shipped by sea and 40% of the world fleet is controlled by European shipowners? In today's hyper-connected world, the seamless and sustainable transport of goods and passengers is a key enabler for growth and prosperity. 90% of everything we consume arrives by sea. Without any doubt, shipping is at the very heart of global trade.

The European shipping industry is a success story and a geostrategic asset to the EU in the face of global challenges. European shipowners operate one of the largest, youngest and most innovative fleets in the world. With its diverse fleet of container ships, tankers, passenger ships, bulk carriers, offshore service vessels and many other specialised ships, the EU shipping industry contributes almost €150 billion to the EU's annual GDP.



We are looking for a self-driven and energetic Secretary General who can ensure that ECSA, is a trusted and influential stakeholder in EU policy making and contributes to the development of a regulatory environment that fosters the growth of European Shipping.

The Secretary General is responsible for organising ECSA's overall reach-out strategy, contact, and communication with the European Commission, the European Parliament and Council Permanent Representations on EU shipping policy and regulatory issues, in close cooperation with ECSA Members. The Secretary General will educate policy makers on the strategic importance of the shipping sector. The Secretary General is also responsible for leading and developing a team of professional and dedicated employees who are specialists in different areas related to shipping regulation.

The successful candidate can expect:

- To work independently.
- Good opportunities for personal development.
- Interesting tasks and challenging assignments in an Industry which is not only European, but also global in nature.
- A job where results will make a difference for the whole European Shipping Industry.
- Travel primarily in Europe but also globally.
- Active support from Member Organisations.

Requirements:

We are looking for the following qualifications:

- Extensive experience and deep knowledge of Lobbying work with trade associations, professional organisations (national, regional, or international), preferably in Shipping. Results of successful Lobbying experience will be required.
- Established broad network in EU institutions and other industry stakeholders.
- Strong communication skills and established contacts with local and international maritime and general media.
- Strong record in building a successful reach-out strategy to Governmental / EU institutions and stakeholders, preferably relating to Shipping.
- Proven record in coalition building with other stakeholders such as industry associations, NGOs etc.
- Experience in membership driven organisations with multiple country and cultural background membership.
- Proven and motivational leadership skills with experience in working with cross cultural teams.
- In depth knowledge (i.e., policy, technical, operational) of the Shipping Industry will be considered an advantage.



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 assist the Board of Directors recruit a new Secretary General.

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