

— **Director General of UNIFE**  
The European Rail Industry



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# About UNIFE

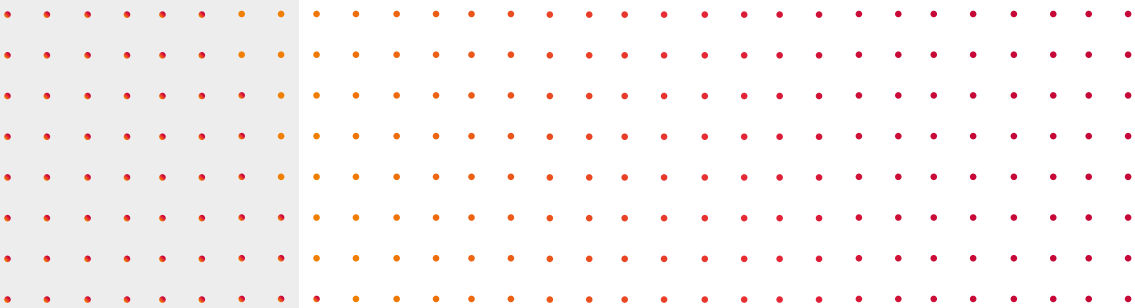
UNIFE has represented the European rail supply industry since 1992. The association brings together more than 114 of the leading Large as well as Small and Medium-sized rail supply companies in Europe that are active in the design, manufacturing, maintenance and refurbishment of rail transport systems, subsystems and related rail equipment. UNIFE works also with 12 National rail industry associations as associate members.

UNIFE represents its members' interests at the level of both European and international associations. On the technical side, UNIFE works on interoperability standards with the 4th railway package and on European Rail Traffic Management System (ERTMS) deployment together with the European Rail Agency (ERA), and coordinates EU Funded research projects within the Joint Understanding Europe's Rail Horizon Europe research program. The association promotes the certification of railway suppliers globally, regarding business quality management, the further development of the standard and its recognition along the entire value chain.

On the political side, UNIFE works on current policy proposals in the European Union where the association develops positions and advises the European Commission, the European Parliament, and EU Member States. UNIFE also works on a number of its own initiatives such as rail investments and funding in EU Member States, and in other parts of the world through the Global Gateway Initiative. UNIFE has always been extremely active on trade policy instruments to further the business interest of member companies around the world.

UNIFE employs 24 staff including consultants and interns. The office is located in Brussels, on 221 avenue Louise.

The incumbent Director General has announced his forthcoming departure. With a view to organising a smooth transition for the association, UNIFE is looking for a successor.





Characteristics of the position and requirements are as follows:

### Reporting line and Organisation

The Director General reports to the Presiding Board and the Chair of UNIFE

### Responsibilities

The Director General is responsible for the overall general management of the association, including but not limited to the:

- follow-up of all topics related to the 4th Railway package and to the Green Deal
- application and follow-up of Europe's Rail JU research activities
- promotion of ERTMS and in the future FRMCS
- influencing of EU policymaking for a business environment favourable to the rail supply industry including SMEs
- shaping EU funding priorities to ensure EU funding for rail projects & communicating about funding developments and opportunities
- development and execution of UNIFE own initiative like skills and women in transport
- management of the UNIFE budget

### External Role

The position requires a strong networker, able to build strong international relationships with:

- The European Commission and EU agencies including ERA, ENISA and CINEA, as well as Members of the European Parliament and representatives from EU Member States
- Other rail sector and rail stakeholder organisations based in Brussels

The Director General understands the potential impact on the industry of upcoming railway regulation and translates it towards UNIFE members into concrete opportunities, challenges, or threats and respective timetables. The Director General also launches initiatives to improve the business environment for UNIFE members through political undertakings.



## Internal role

Within the association and towards UNIFE members, the Director General:

- leads, maintains and develops a team to support the association in its daily tasks
- coordinates the activities of the numerous UNIFE Committees with the UNIFE staff
- organises working group meetings and conferences on important topics, a yearly General Assembly and special events where useful and necessary
- listens and understands issues and matters of concern, barriers to business growth or structural difficulties within the industry; and considers such input when drafting the accompanying work program
- acts as an advisor and gives member companies early indications on upcoming regulations which will affect the rail supply industry
- monitors the Communication policy of UNIFE, through social media, the press and other tools of communication.

## Capabilities

The UNIFE Director General is considered within the EU Institutions, among peers and other relevant stakeholders as an undisputed leader and representative of the European rail supply industry, meeting the highest standards of personal integrity and professionalism. The Director General is considered by EU policy makers and related

stakeholders as a trusted advisor in all subjects related to rail transport and, more specifically, the rail supply industry.

The following capabilities allow the Director General to achieve this standing:

- Proven skills in leadership of UNIFE staff and communication with UNIFE members
- Seniority and experience in different professional environments
- Excellent communication skills including in public and presentation during conferences and seminars
- Outgoing personality, enjoying communicating and engaging with people
- Fluency in English and good command of, at least one more important European language (French, Italian, German, Spanish)

## Experience and Knowledge

- Professional background and experience in a leadership role in a sector with a connection to transport (for instance manufacturing, ideally with exposure to the rail or rail supply industry)
- Working experience in lobbying and/or with the European institutions
- University degree or comparable academic qualification



# Recruitment Process



The specialist Executive Search firm, Dober Partners has been retained to draw up a shortlist of prospective candidates against the criteria set out in this document. They will use their discretion and expertise to help recruit a new Director General of UNIFE, together with the Selection Committee and Board of the association.

**To apply please send your CV to:**

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