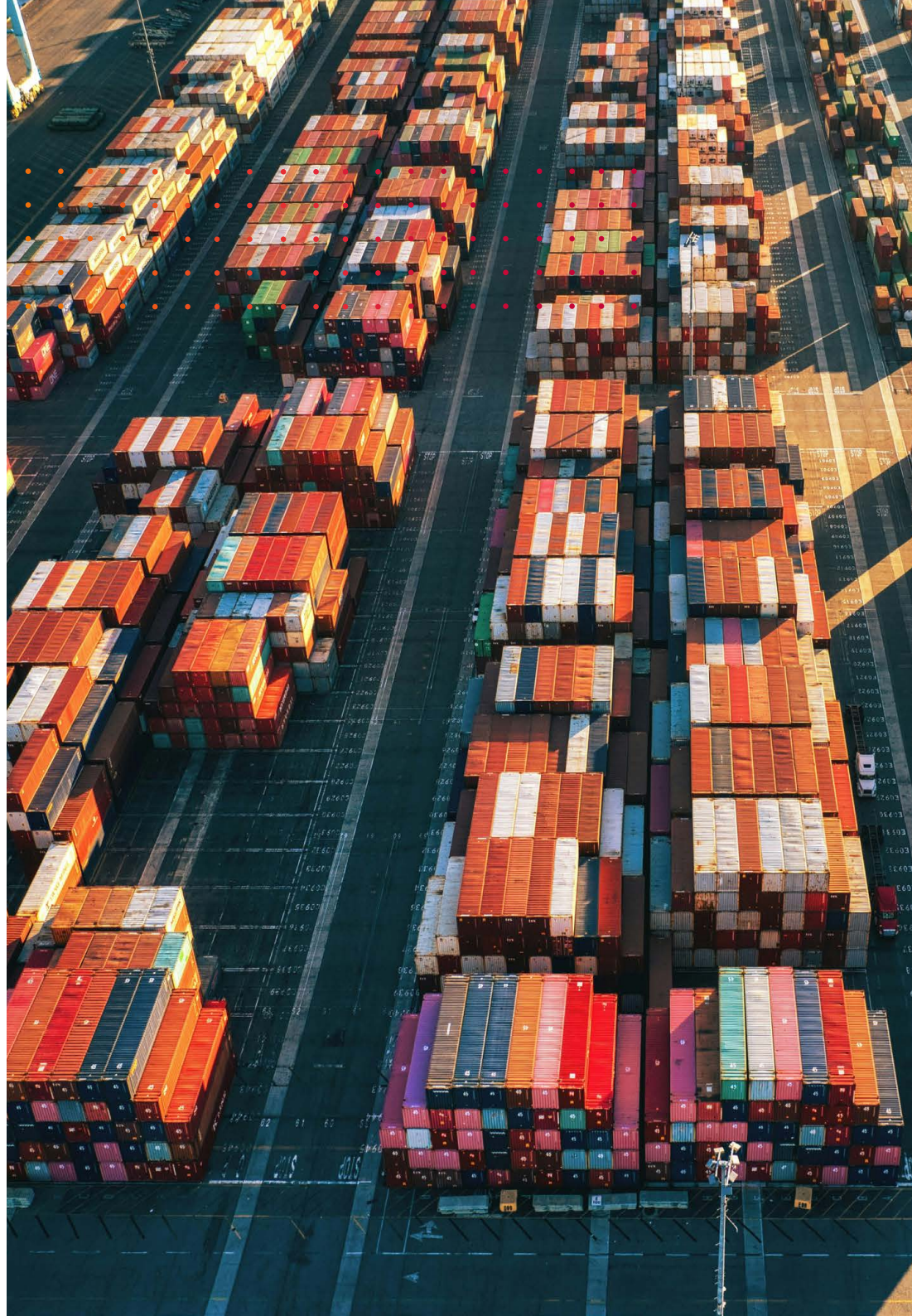


— **Director Of European
Institutional Relations**
CMA CGM



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CMA CGM is a French shipping and logistics company founded in 1978 and headquartered in Marseille, France. The name is an acronym of two predecessor companies, Compagnie Maritime d'Affrètement (CMA) and Compagnie Générale Maritime (CGM). The company's 2023 annual revenue was US\$47 billion.

In 45 years, we have become a leading name in shipping and logistics thanks to a combination of rail, air, maritime and logistics solutions spanning the globe. We are able to send, store and transport goods across the world. Our focus is on optimizing and coordinating flows of goods.

Shipping times, methods of receiving goods, management and monitoring of transportation flows are central to the operations of the businesses we serve. To address these needs, we are adopting ever more agile shipping and logistics solutions.

To achieve this level of excellence and offer bespoke solutions tailored to size and different business sectors and industries, we rely on the strengths that make our Group what it is:

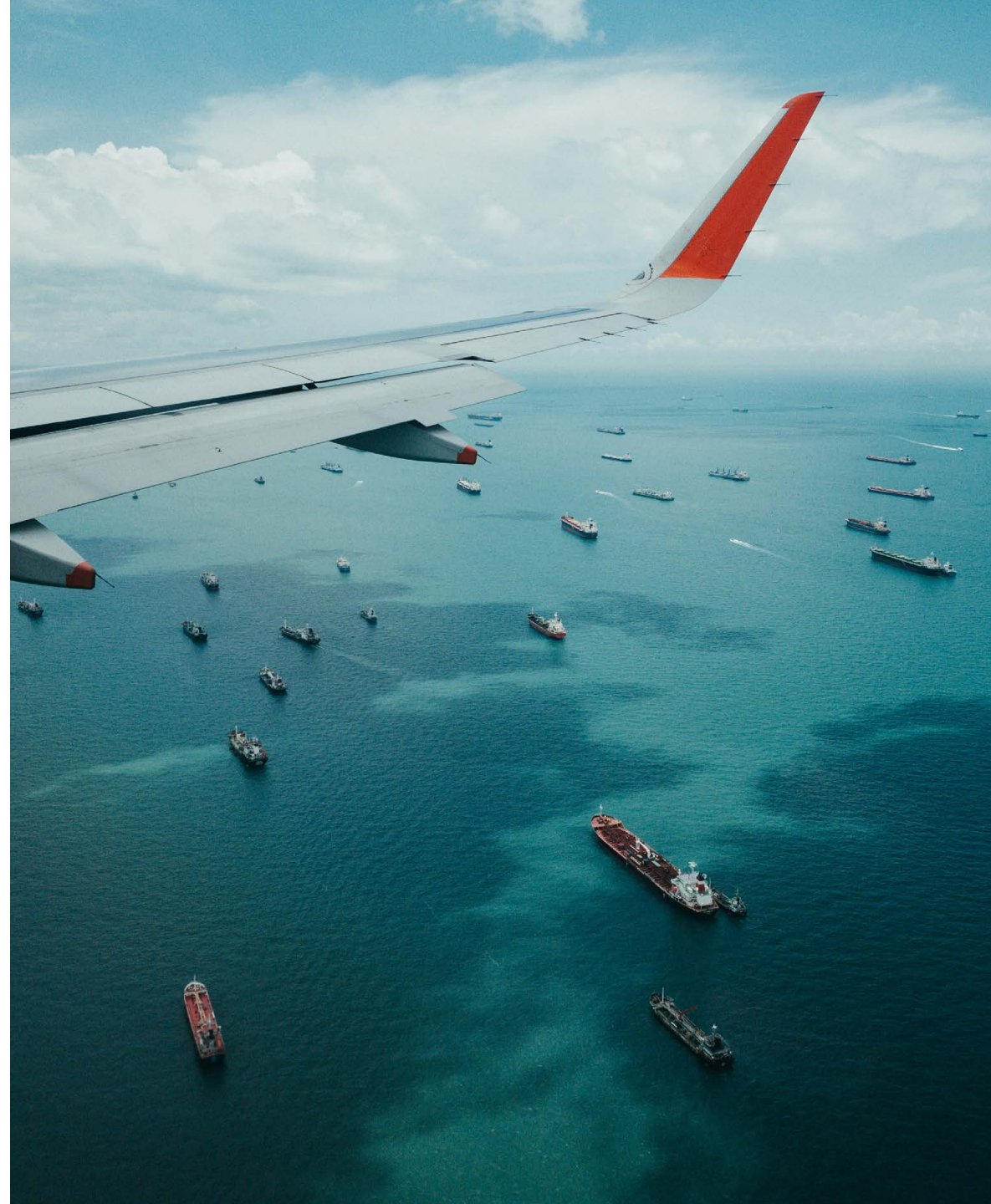
- A range of complementary activities provided by our subsidiaries across the world and in-depth knowledge of regional markets, allowing us to offer our customers a seamless, end-to-end transportation service wherever they are in the world
- With operations in more than 160 countries and more than 400 offices and 155,000 staff members.
- A modern and varied fleet of more than 623 vessels.
- 420 commercial ports served worldwide with 257 shipping routes
- 750 warehouses operated by our subsidiary CEVA Logistics, representing over 9 million square meters
- 4 Airbus A330-200F cargo aircraft with a carrying capacity of 60 tons and a range of nearly 7,500 kilometers, and 2 Boeing 777 cargo aircraft. The Group continues to develop its freight business for the years ahead and has ordered 4 Airbus A350F.



What You'll Do

CMA CGM is looking to recruit a senior Director of European Institutional Relations in line with the company's growth, and increasing scope of regulation affecting the company's business activities. The role will be based in Brussels, with regular travel to Marseille, Paris and Strasbourg.

As part of the Executive Management team and reporting to the Diplomatic Adviser to the Chairman & CEO, you will be involved in implementing the Group's EU affairs strategy in Brussels, working with teams dedicated to national and global institutional relations.





Director of European Institutional Relations - Responsibilities

Relations with institutions: in constant dialogue with the Group's business divisions, you will represent CMA CGM Group's interests in dealings with the European institutions (Commission, Council, Parliament, Permanent Representations, professional organisations, etc.). You will establish and maintain strategic relations with all key stakeholders. You will keep the head office informed of current developments and propose actions in line with the Group's strategic priorities.

Regulatory intelligence: working with the head office teams, you will keep a constant watch on proposed EU regulations, analyse the potential impact on the company, draw up strategic recommendations and implement them.

Advocacy: you will design and implement advocacy strategies, participating in relevant consultations, working groups and think tanks.

Communications: working with the Communications department, you will manage external communications relating to European public affairs and represent CMA CGM at events and meetings with stakeholders.

Director of European Institutional Relations - Requirements

- Extensive experience in European public affairs, in a government ministry or EU institutional office or public affairs consultancy, association or company, ideally in the field of maritime transport or logistics
- Excellent knowledge of the European institutions, decision-making processes, and the European political landscape. Ability to establish and maintain strategic relations with decision-makers within the European institutions.
- Excellent communication skills, both written and verbal in French and English. Other languages advantageous.
- Influential and diplomatic personality. Proactive and highly responsive.
- University Graduate in a relevant field of study, ideally with a Master's degree in Political Science or European Affairs

Recruitment Process



CMA CGM is the story of a family business based on entrepreneurship and creativity. For 45 years, our success has been built with passionate men and women, recognized for their professionalism and expertise, driven by the same values of excellence.

Our HR policy is part of the anchoring of a family, entrepreneurial and visionary company, in a mix of culture, influence and diversity, with a permanent concern for innovation and anticipation.

If you wish to apply for this exciting position, please send your CV to the Executive Search team at Dober Partners (contacts below), as soon as possible.

Mark Dober

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Natalia Kurop

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