

— **Director Agri-Policies**  
COCERAL



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**03 About COCERAL**

**04 What You'll Do**

**07 Recruitment Process**





COCERAL is the European association of trade in cereals, oilseeds, rice, pulses, olive oil, oils and fats, animal feed and agrosupply. COCERAL represents the interest of the European collectors, traders, importers, exporters and port silo storekeepers of these agricultural products.

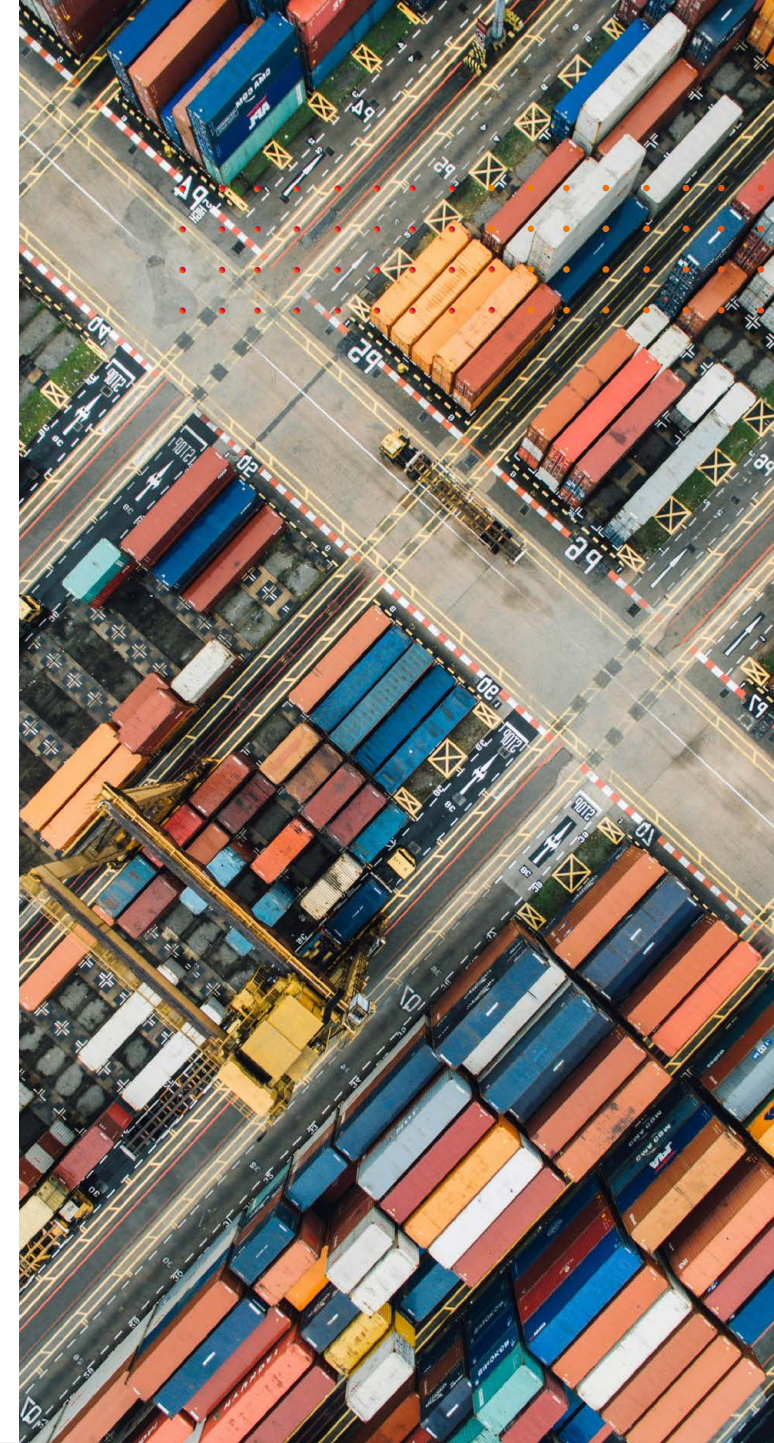
COCERAL 's membership covers:

- 18 national trade associations
- 15 countries : Austria, Belgium, Bulgaria, Denmark, France, Germany, Greece, Hungary, Italy, Netherlands, Poland, Portugal, Romania, Sweden,UK
- Associate members : AIC, VSGF, UNISTOCK – agri commodities port silos
- Extraordinary members : GAFTA
- 14 Corporate members : ADM, Ameropa, Bunge, Cargill, Cefetra, CHS Inc, Copenhagen Merchants, Interfeed, InVivo, LDC, Schepens & Co, Vanden Avenue Commodities, Viterra, Zitni Terminals.

Trade plays a vital role in the supply chain moving agricultural commodities from areas of surplus to areas of deficit efficiently and at affordable prices. COCERAL's mission is to promote policies that guarantee the continued supply of food & feed raw materials and ingredients, whilst creating value for all, using safe and sustainable supply chains.

Iliana Axiotiades is the Secretary General of COCERAL, which represents European traders in agri-commodities and agrosupply, and UNISTOCK Europe, the European association of portside storekeepers of agri-bulk commodities. She also acts as a Senior Advisor for EUROMALT, the European trade association for the malting industry. Each employee of the COCERAL secretariat also works for UNISTOCK Europe and EUROMALT.

For further information see [www.coceral.com](http://www.coceral.com)



## COCERAL's Director Agri-Policies - Role

COCERAL's Director in charge of Agri-Policies has a dual role, in that they cover both food & feed safety topics traditionally covered by regulatory affairs professionals, but also broader policy issues that impact the agricultural production in the EU, which are mainly driven by the Common Agricultural Policy.

In addition to interacting with the EU institutions, the role involves close cooperation with several other European trade associations, as well as with third country Missions to the EU based in Brussels and international organisations such as the FAO and the WTO.

## COCERAL's Director Agri-Policies - Responsibilities

### Food & Feed Safety

The overall goal is to ensure that adequate information and analysis be provided to COCERAL members so that they be in a position to properly implement EU legislation related to the safety of the products they trade and distribute to customers. COCERAL's Director Agri-Policies works to:

- Ensure COCERAL members' compliance with the regulatory requirements for food & feed raw materials and ingredients traded in bulk (Maximum Residue Levels and Import Tolerances, Contaminants, Mycotoxins, Allergens, presence of GMOs, Post-Marketing Environmental Monitoring of GMOs, cross-contamination...).
- Inform COCERAL members of Official Controls and related sampling procedures as performed by the competent authorities, ensuring appropriate guarantees for the traders and addressing specific questions they may have.
- Monitor and anticipate the regulatory pipeline of :
  - Plant protection products and related Maximum Residue Levels of Plant Protection Products.
  - Worldwide asynchronous approval of GMOs, where COCERAL advocates for a Low-Level presence policy for imported GMOs (unavoidable presence from third-country imports)
  - Phytosanitary measures under the Plant Health Law
  - GMOs approved in third countries, which could result in the unintended presence in the EU
  - Post-marketing monitoring of GMO (along with FEDIOL)
  - Support in structuring the Pesticide Residues Database (COCERAL-EUROMALT), which is updated by another member of COCERAL's team
  - Manage uninterrupted and timely flow of intelligence to the association's members on critical topics that may disrupt their business (contaminants, pesticides, requirements).
- Generally design and implement advocacy strategies for all of the above.



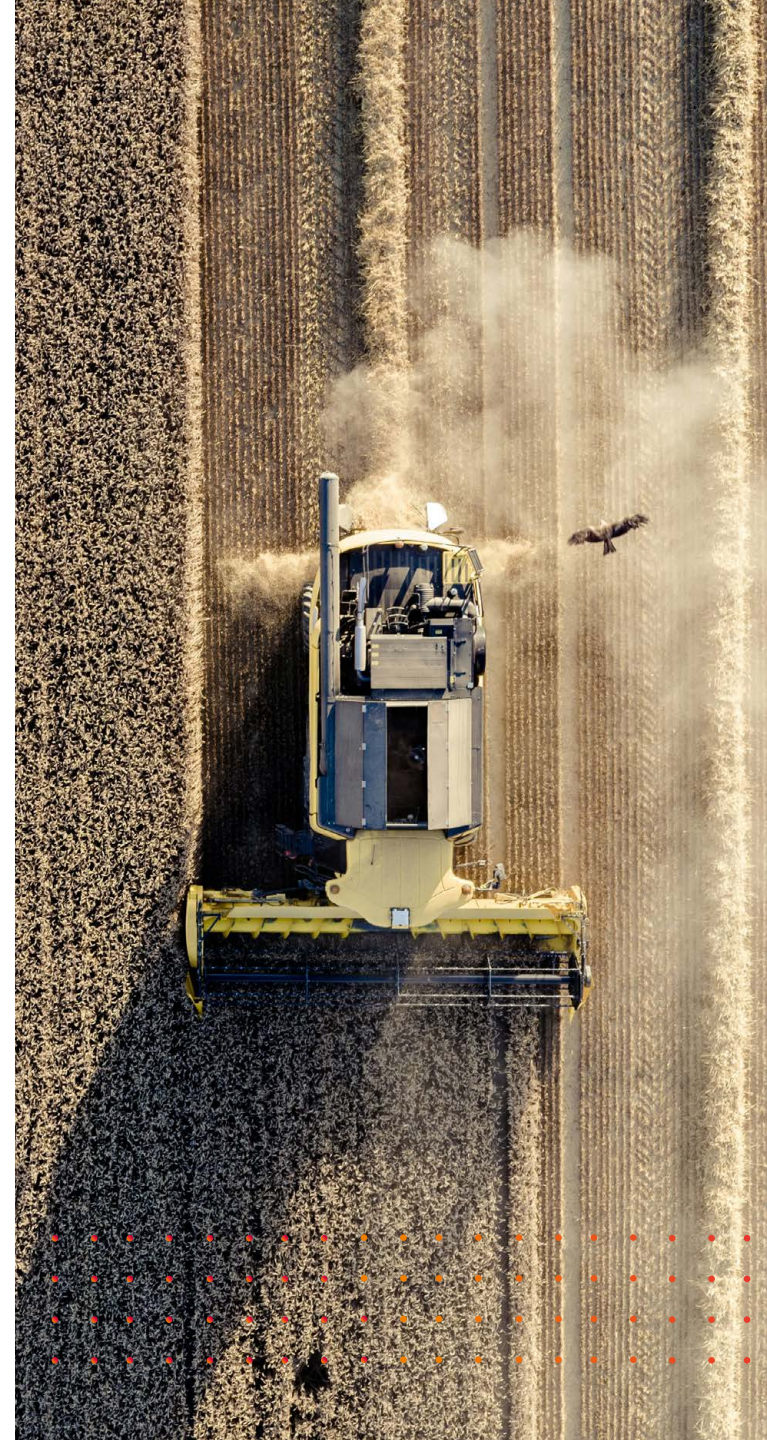
## Policies impacting agricultural production in the EU

The overall goal for the Director is to work with COCERAL members to understand the conditions required to achieve a policy framework that optimally supports a stable EU production, and give them the information and analysis necessary to assess how this production may evolve in the future.

These policies include the CAP and Member States' National Strategic Plans; Carbon Farming; Sustainable Use of Pesticides, IPM and low risk alternatives, Fertilising products, EU pollinators initiative, EU legislation related to Healthy Soils, Nature restoration Law, Farm to Fork, EU Chemical Strategy, RED III and biofuels.

More specifically the work of the Director is to:

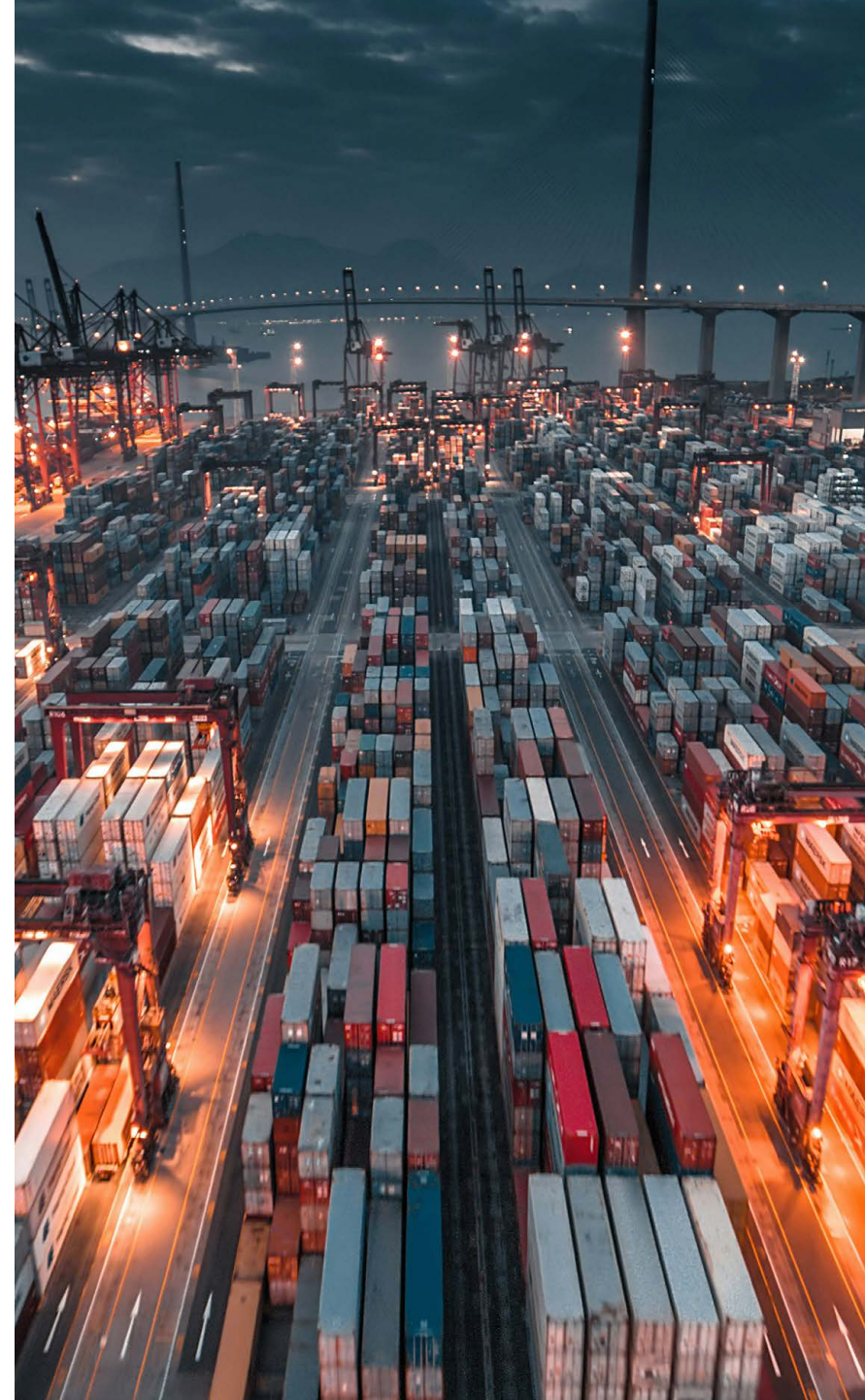
- Identify potential policy developments which are likely to impact agri trade
- Monitor and anticipate changes to the CAP and their consequence on food and feed production and availability (EU and global markets)
- Develop advocacy plans to support an agriculture conducive to the improvement of the policy environment for agri trade
- Accompany the Sustainable Use of Pesticides' revision of the Draft Regulation
- Follow the legislation on New Genomic Techniques and related discussion with the European Parliament and Council
- Understand how carbon Farming is likely to evolve and coordinate a common position with COCERAL members
- Work on short-term and long-term solutions for the availability and accessibility of fertilizers in the EU
- Monitor and inform members of developments related to the Nature Restoration Law
- Monitor and inform members of developments related to the Soil Health Law
- Understand what COCERAL's position may be on regenerative agriculture
- Generally, design and implement advocacy strategies for all of the above.





## COCERAL's Director Agri-Policies - Requirements

- Passion for agriculture and knowledge of European agricultural policy.
- Strong interest in geopolitics impacting food security.
- A solid understanding of the functioning of the European institutions and EU decision-making process.
- Ability to cooperate with a variety of stakeholders in Brussels and non-EU countries.
- A university degree in a relevant field.
- Experienced and convincing speaker in English – fluency in other major European languages advantageous.
- Strong writing and editing skills in English.
- Ability to translate technical dossiers into easy-to-understand layperson English and convincing messages.
- Solutions and results oriented.
- Good organisational skills, ability to handle and coordinate multiple projects.
- Team player with an open and international mindset.





# Recruitment Process



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.

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