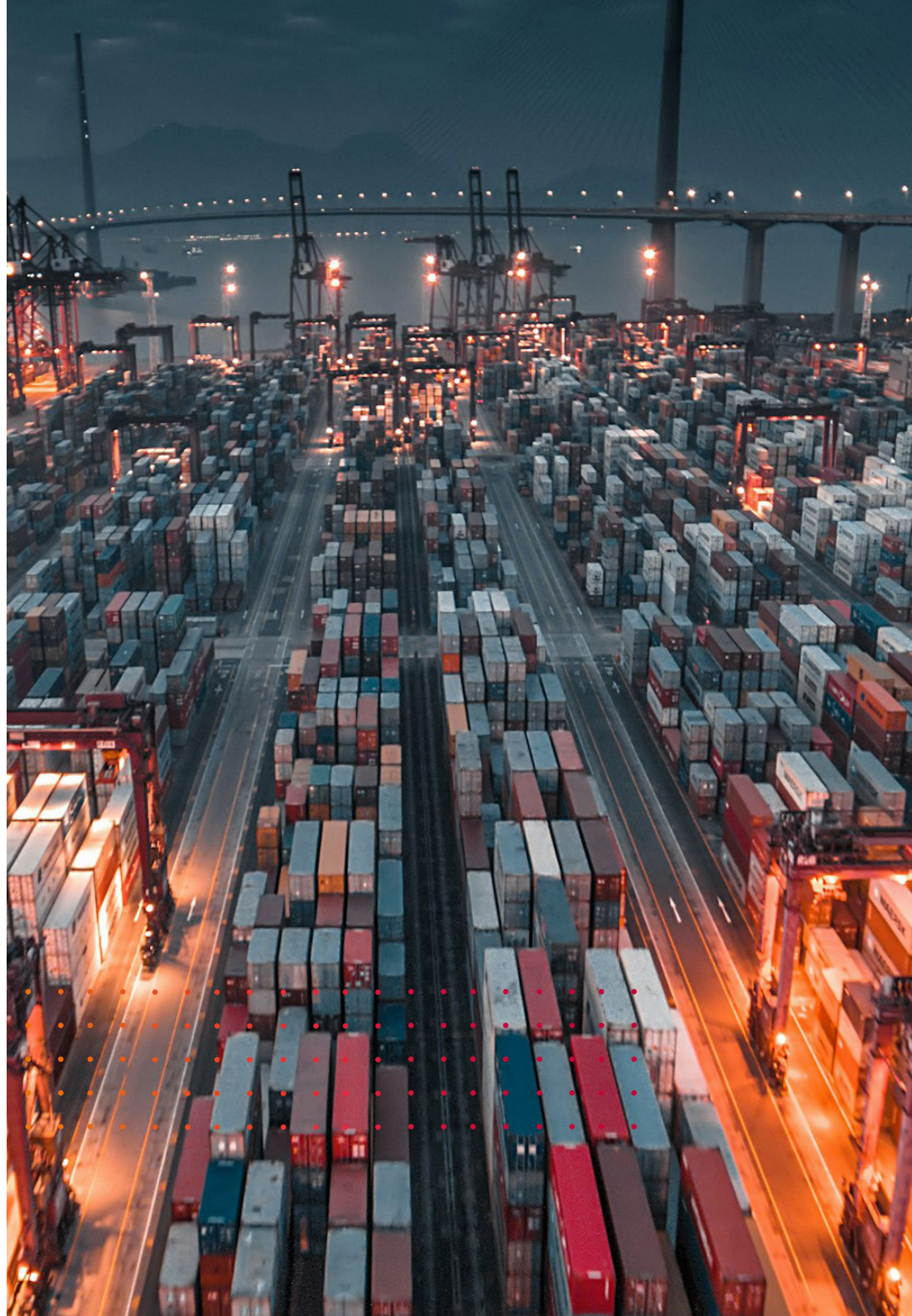


— **Senior International Advisor**
Digital Container Shipping
Association (DCSA)



- 03 About DCSA
- 04 What You'll Do
- 05 Recruitment Process



About DCSA

The Digital Container Shipping Association (DCSA) is a neutral, non-profit group founded by major ocean carriers to digitise and standardise the container shipping industry. With the mission of leading the industry towards systematic collaboration, DCSA drives initiatives to make container transportation services transparent, reliable, easy to use, secure and environmentally friendly. DCSA's open source standards are developed based on input from DCSA member carriers, industry stakeholders and technology experts from other industries. DCSA member carriers include: MSC, Maersk, CMA CGM, Hapag-Lloyd, ONE, Evergreen, Yang Ming, HMM and ZIM.

DCSA envisages a digitally interconnected container shipping industry in which customers have a choice of seamless, easy-to-use services that provide the flexibility to meet their business and sustainability goals.

DCSA's mission is to shape the digital future of container shipping by being the industry's collective voice, working towards alignment and standardisation. By setting frameworks for effective, universally adoptable solutions and innovating, we can enable transparent, reliable, easy to use, secure and environmentally friendly container transportation services.



Why Work With DCSA

- Be part of a unique, high-impact organisation shaping the future of global trade and logistics
- Collaborate with leading shipping companies, governments, ports, and technology players on groundbreaking initiatives
- Work in an international, mission-driven environment based in Amsterdam, at the heart of Europe's connectivity and information technology networks
- Contribute to the innovation of a crucial industry for global trade

What You'll Do

As Senior International Advisor you forge strategic alliances with DCSA's public entity stakeholders to drive momentum of, and remove barriers for the digitalisation of global trade. An important aspect of the role is to secure financial support for achieving the industry's ambition to make container shipping more efficient and sustainable. Simultaneously you will support your colleagues, the DCSA members and external partners with your knowledge and expertise of the global trade ecosystem.

You will work in a team that plays a key role in advancing DCSA's mission by driving strategic public partnerships and unlocking funding for digitalisation in global trade.

This position combines expertise in public funding acquisition with an understanding of global trade and digitalisation and offers the opportunity to shape impactful initiatives in an international, fast-evolving environment.

Key responsibilities

- Generating global support for the digitalisation of container shipping by collaborating with governments, ports, industry associations, academics and international organisations, such as the UN and ISO.
- Identifying relevant public funding opportunities within transport, logistics, digitalisation, border management, and related domains
- Leading the preparation, submission, and management of project proposals, consortium agreements, bids, and contracts in cooperation with internal and external stakeholders on EU funding applications (e.g. Horizon Europe, CEF Digital, Digital Europe Programme).
- Monitoring and analysing of strategic developments impacting the adoption of DCSA standards and products
- Representing DCSA and its members by, for example, joining expert groups, speaking at events and discussion panels or writing articles and papers

Who You Are

- You are a senior professional with the credentials, drive, and insight to lead in a highly collaborative, complex international environment.
- Demonstrated success securing, managing, and delivering public-funded initiatives or grants (ideally in transport, digitalisation, sustainability, or trade).
- Familiarity with European funding mechanisms (e.g. Horizon Europe, Connecting Europe Facility) and other funding opportunities inside and outside of Europe.
- Strong interest or experience in digital transformation, standards development, and innovation ecosystems.
- Excellent communication, persuasion, and stakeholder engagement skills (fluent in English; additional languages advantageous).
- Comfortable working in a small, agile, entrepreneurial team, with occasional travel and flexible working hours.



Recruitment Process



The specialist executive search firm Dober Partners has been retained by DCSA to draw up a shortlist of prospective candidates against the criteria set out in this document, and using their discretion and expertise to help recruit a Senior International Advisor.

Please send your CV and motivation letter as soon as possible to the Dober Partners - DCSA team:

Michele Savarese

M: +39 339 752 3533

→ michele@doberpartners.com

Dimitra Vasilias

M: +39 339 752 3533

→ dimitra@doberpartners.com

Mark Dober

M: +32 477 950 466

→ mark@doberpartners.com

www.doberpartners.com



Dober Partners
Executive Search
& Consultancy