

Making the railway system
work better for society.

PERSONAL INFORMATION

RALF-CHARLEY SCHULTZE



Born: 9 May 1963 in Beirut / Lebanon
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Civil status: married, 2 children

POSITION IN THE EUROPEAN UNION AGENCY FOR RAILWAYS

Member of the Management Board of ERA

WORK EXPERIENCE (from 2014 until today)

UIRR, Belgium
President – Director General

- (from 2009 to 2013) **GEFCO Vienna, Austria**
Multimodal Logistics Director for Europe, Russia and Central Asia
- *Development and implementation of multimodal traffics and corridors*
 - *Building of a multimodal team in Europe, Russia and Central Asia*
 - *Successful implementation of the Kaluga project (automotive supply)*
- (from 2004 to 2008) **SBB Cargo Basel, Switzerland**
Responsible for combined traffic, new vehicle logistics and partner management
- *Implementation of the combined transportation system on the North-Southern axis in Europe (own production through SBB Cargo in Germany, in Switzerland and in Italy)*
 - *Efficient and sustainable development of partners, customers and suppliers of SBB Cargo*
- (from 2000 to 2004) **ABX Logistics Duisburg, Germany**
Responsible for Key Account Management and Project Management including the railway networks
- *Successful setting up of a key account management team in five vertical market lines*
 - *Founding and implementation of a tender center including project and product management*
 - *Implementation, operational and financial steering of a railway network for retail customers with three national block trains every day*
- (from 1997 to 2000) **Nedlloyd Unitrans Düsseldorf, Germany**
Route Sales Manager
- *Setting up of new traffics on the road between Germany and Southern Europe and France, responsible for the profitability of the traffics*

	(from 1994 to 1997)	Gebrüder Weiss, Austria Executive, management of European networks <ul style="list-style-type: none">• <i>Reorganization of the partner structure in Southern Europe, France and UK, setting up of real networks in Europe</i>
	(from 1993 – 1994)	Dachser Offenbach, Germany Trainee and sales manager for Euro Express
EDUCATION AND TRAINING (from 1984 to 1993)	<hr/>	
	Law studies at the Universität des Saarlandes, Saarbrücken, Germany and the faculté de droit de Strasbourg, France Academic collaborator for research at the Europa Institut in Saarbrücken, Germany Different study stays in Exeter, UK, in Barcelona, Spain and in The Hague, Netherlands	
ADDITIONAL INFORMATION	<hr/>	
	Since 2014	Member fo the ERA Management Board
MEMBERSHIPS	Since 2013	European Freight & Logistics Leaders Forum, member of the Board, Brussels
	2005 – 2008	Sibelit, member of the Supervisory Board, Luxemburg
	2011 -	IFB, member of the Customer Advisory Board, Antwerp