

Curriculum Vitae

Nicolas ERB

CURRENT POSITION

Name of company

Alstom

Job position

European Affairs Director

PROFFESIONAL BACKGROUND

European Affairs Director (2012 to present)

Represent Alstom towards the European institutions. Identify, monitor and contribute to key regulatory issues

- Transport Policy with a particular focus on rail transport policy
- Trade policy
- Funding & Financing: EU R&D, EFSI, Regional & Cohesion Funds, Connecting Europe Facility
- Ad-hoc support on business opportunities supported by the EU
- Liaise with the European Commission, the European Parliament, Member States delegations
- Represent Alstom in various Trade Associations (UNIFE, UITP, AFEP, MEDEF)
- Chair of the Platform for Electromobility September 2016 to September 2017

Business Development Manager (2014 to 2016)

- Ensure the market introduction across Europe of Alstom's new shunting locomotives platform
- Establish and coordinate a network of the relevant Sales / BD staff of Alstom
- Commercial & contractual negotiations & tender responses
- Negotiate with leasing companies
- Communication activities

External Development Manager (2008 to 2012)

- Managing external growth projects (partnerships and acquisitions)
- Identification and follow-up of potential targets
- Lead the internal strategic analysis
- Build a project team (including Finance, Legal, HR, Operational experts)
- Lead or support the negotiations, including all legal agreements and business case
- Projects which are no longer covered by confidentiality agreements: CITAL (Algeria), Translohr (France), Metrolab (France)

Market & Strategy Manager (2005 to 2008)

Monitoring of the commercial strategy and market perspectives for the Northern Europe region
Reporting to the Market Strategy Director and to the Northern Europe Senior Vice President

- Establishment and monitoring of Country and Regional Strategy Plans
- Gathering of customer requirements through the Customer Needs Review process
- Monitoring of the Order Rolling Forecast of the region
- Identification & assessment of potential M&A targets

UITP Chair of the Vehicles & Equipment Industries Committee (2021 to 2025)**UNIFE - the European Rail Industry International Manager (2001 to 2005)**

- Deputy Secretary General of AEIF – The Association for Railway Interoperability, working under mandate of the European Commission, DG TREN
- Management of finances and contractual relationships with the EC
- Secretariat of ERRAC, the European Rail Research Advisory Council, supported by the European Commission. Management of the ERRAC Plenary, Support Group and different working groups, as well as ERRAC finances. Member of the UNISIG Steering Committee
- Coordinator of European Research Projects, under FP5 and FP6
- Management and coordination of industry working groups, on signalling and research issues

EDUCATION AND TRAININGS

- College of Europe DEA, Affaires Européennes (1999 to 2000)
- Institut d'Etudes politiques de Strasbourg DEA, Sciences politiques et gouvernement (1995 to 1999)
- University of Helsinki Political Science (1997 to 1998)