



INTERNATIONAL UNION
OF RAILWAYS

Job description

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The International Union of Railways (UIC) is a global organization that brings together > 220 stakeholders in the rail sector across 95 countries.

The UIC's Passenger Department has a specific focus on passenger transport, aiming to promote and improve transport services and the travel experience by encouraging innovation, knowledge sharing, safety and security, and the quality and efficiency of rail services worldwide.

Working at UIC means contributing to digital innovation for a low-carbon world, in close collaboration with technical experts and users involved in operational railway services and green mobility in a large field and multimodal vision.

The Passenger Department employs around 10 people across its 5 sectors: Passenger Services Group (PSG); Intercity and High-Speed Rail; Stations Management; Tourism; Commuter & Regional Transport.

Intern – Sales Strategy & Commercial Tools (Digital Services) (M/F)	
Job creation date	January 2026
Type of contract	Internship – 6 months, full-time
Location	Union Internationale des Chemins de fer (UIC) – 16 rue Jean Rey 75015 Paris + remote
Organizational Positioning	
Position within the organizational chart	Passenger Department
Classification	Intern
Team composition	11 persons
Job Responsibilities	
Main duty	Within the Passenger team, a small, agile and committed team, you will define and develop the new commercial activity of UIC's digital services (Apps, IT solutions, training, labelling, certification, expertise...) for members and partners.

	<p>Your primary objective is to drive sales growth by identifying, qualifying, and closing new business opportunities for IT services and training solutions. This involves building strong relationships with clients, understanding their needs, and providing tailored solutions that meet their requirements. Support the definition of the sales strategy for UIC's digital services and the development of commercial tools to support the business development manager.</p> <p>Supporting sales, marketing and client relations, for B2B and B2C services for the railway international community or for the multimodal mobility partners and for the Passengers.</p>
Activities	<p>Main Activities:</p> <ul style="list-style-type: none"> • Conduct market research and competitive analysis • Identify target segments and propose an action plan • Create sales support materials (presentations, product sheets, pitch decks) • Help structure the sales process (pipeline, CRM, KPIs) • Collaborate with communication and marketing teams
Scope of autonomy and responsibility	<p>The director of the Passenger Department and the Services Delivery Manager delegate responsibility for the above activities, able to work with Product Owners.</p>
Specifics of the position	<ul style="list-style-type: none"> • High level of autonomy, responsibility, and personal initiative. • Project management. • Interested in innovation and digital services, customers oriented and collaboration with users teams and marketing. <p>UIC is favouriting autonomy, creativity and individual growth in a supportive atmosphere. You will be of a small international team where you can quickly make an impact, working on meaningful digital projects that align with the global decarbonisation of transport.</p>
Required Education, Experience, and Skills	
Degree	<p>Bachelor's degree in Business Administration, Marketing, IT, or a related field. A Master's degree is a plus.</p>
Professional Experience	<p>In-depth knowledge in railway passenger business processes, IT architecture, Digital solutions and data sharing / data management, especially relating to Sales & Operations, Ticketing, Digital, Passenger experience and data exchange in ecosystems.</p> <p>Having held a position in a related field for at least 5 years</p> <p>International and cooperation experience.</p>
Skills and Qualities required	<ul style="list-style-type: none"> • Master's student in a business school (HEC, ESCP, ESSEC...)

	<ul style="list-style-type: none">• Interest in B2B sales, marketing and digital transformation• Analytical mindset, rigour, autonomy• Excellent writing and communication skills• Proficiency in PowerPoint, Excel and CRM tools• Fluent in English (French is a plus)• Experience in a multicultural and international environment is a plus
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