

INTERNATIONAL PROGRAM SUPPORT

REGULUS GLOBAL HQ – VIRGINIA BEACH, VA



Regulus Global is seeking experienced Sales and Defense Contracting professionals interested in forging a career with the leading international provider of defense acquisition and sustainment solutions. Ideal candidates are driven and innovative constant learners that are incapable of yielding to a challenge and that embody a 'team above self' commitment. International Program Support candidates manage vital inside sales and project coordination functions in support of Regulus' global sales force and in-country distribution partners.

International Program Support candidates will have unequalled opportunity for advancement within a dynamic and rapidly growing organization, while being part of an incredible team culture and peer group. We're a matchless team of industry professionals that design and deliver unparalleled capability to those standing in the gap to ensure a safer, more secure world. We move as a team, tackle daunting problems, and demand excellence in all we do.

If this inspires you and sounds like an environment where you'd thrive, let's talk.

Forward your resume, cover letter, and writing and/or analytic project sample to careers@regulusglobal.com

ROLE:

- Collaborate with Sales and internal functional teams to design and deliver operational equipment, procurement, export, and logistics support solutions to foreign end-users within assigned area of responsibility.
- Manage assigned inside sales, analytics, purchasing, and logistics functions with daily activities including quoting, product research, data entry, and project administration.
- Must be resourceful – able to work well with limited direction in a dynamic environment.
- Successful candidate will be highly organized and able to demonstrate a track record of great follow-through.
- Should be able to develop excellent relationships with customer base while still managing a high volume of processing activities.
- Support international market research projects aimed at analysis of regional geopolitical, defense acquisition, market potential, and key buying influences within assigned region of responsibility.
- Review sales reports to identify trends and growth opportunities.
- Provide broad support to Regulus' sales force targeted at developing and deepening our customer/partner supplier relationships.
- Responsible for territory accountability and pipeline management.
- Responsible for assisting clients with selection of appropriate product, purchasing, and supply chain options.
- Participate in cross-functional projects to further the growth of the organization
- Assist with collateral development, marketing projects, and trade show coordination
- Provide exceptional customer service

REQUIREMENTS:

- Must uphold a 'team above self' commitment while also possessing the individual will and drive to thrive in the face of any challenge.
- Must be friendly and likeable – comfortable talking with anyone at all organizational tiers.
- Bachelor's Degree with a minimum 3.0 GPA from an accredited college or university **STRONGLY PREFERRED**.
 - 2+ years' relevant work experience or military service may be substituted for a degree at manager's discretion.
- 2+ years of experience in a highly competitive, SOLUTION SELLING environment **STRONGLY PREFERRED**.
- 2+ years' experience in Microsoft Office (Outlook, Word, Excel).
- Well-developed professional writing and analytic skills, including the ability to deliver a persuasive business message.
- Must be detail-oriented and organized, able to manage numerous competing priorities within a dynamic environment.
- International Affairs or Security Studies and Foreign Language proficiency are an advantage but not required.
- Phenomenal business acumen, relationship development, and customer service skills.
- Matchless drive, curiosity, dedication, and creativity.
- Outgoing personality comfortable talking to and developing rapport with anyone.
- 'Team First' commitment coupled with the initiative to drive results while working independently.
- Superior organizational, problem-solving, and multi-tasking abilities.
- Prior military, LE, or first responder experience an asset, but not required.

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Regulus Global believes that a diverse team enables broad thinking that drives better solutions to our client's most daunting problem sets. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation or gender identification, national origin or any other legally protected characteristic. We actively seek out veterans and the disabled for opportunities on our team.

Regulus Global is proud to be an Equal Opportunity Employer.