

Posted: 02/26/16

Expires:

Or until filled

F/T Position

Shift: 1st

of Openings-1

JOB POSTING

JOB TITLE: **Foreign Technical Representative**

DEPARTMENT: Contracts and Compliance

REPORTS TO: Director of Contracts and Compliance

PURPOSE OF POSITION:

Work closely with the Export Compliance Manager to determine the best strategy for the day-to-day interaction with existing foreign customers, as well as new customer development using excellent sales and communications skills to assist in determining requirements and proposal strategy. *Travel required.*

EDUCATION & EXPERIENCE:

- Strong knowledge of Company product.
- Must have an understanding of current US Department of State, Alcohol, Tobacco and Firearms, US Customs and Border Patrol and US Department of Commerce regulations pertaining to imports and exports.
- Must have ability to effectively communicate with all departments within the facility and venue coordinators to ensure product, marketing material and all other assigned logistic issues are completed.
- Must have the ability to proficiently demonstrate full product line including night vision.

DESCRIPTION OF JOB DUTIES:

- Suggest product enhancements that would appeal to foreign markets.
- Be technical expert for the Export Compliance Manager.
- Trade Show Coordinator for both foreign and domestic trade shows.
- Coordinate with Export and ATF administrators to ensure all documents are properly lodged prior to shipment of goods.
- Support Commercial and Military Sales teams during absence or illness.

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