



At our location in **Ford City, PA** we offer you a position as

## Director Defense Programs & Strategic Sales (U.S.) (all genders)

### Roles and responsibilities:

- Develop and execute a U.S. defense market entry and growth strategy
- Identify and secure opportunities within major defense programs and platforms
- Build and manage relationships with OEMs, system integrators, and government stakeholders
- Position HerkulesGroup as a trusted partner for high-precision manufacturing and critical industrial capabilities
- Lead complex sales cycles, from opportunity identification to contract award
- Establish partnerships and support participation in industrial teams and programs
- Build a strong pipeline of strategic opportunities across key defense applications
- Represent the company in industry networks, defense forums, and customer engagements
- Ensure compliance with U.S. regulatory requirements (e.g., ITAR, export control, government contracting standards)

### Education & Professional Experience:

- Proven experience in the U.S. defense sector
- Strong track record in business development, program capture, or strategic sales
- Established network with OEMs, primes, or government agencies (DoD, Navy, Army, etc.)
- Solid understanding of defense procurement processes and program structures
- Experience with complex, long-cycle sales, and industrial technologies
- Strong communication and negotiation skills at senior executive level
- Entrepreneurial mindset with the ability to operate independently and drive results
- Willingness to travel and ability to obtain security clearance

### Apply now!

Herkules USA Corp.  
Mrs. Heidi Clinger  
10 River St, Ford City, PA, 16226, USA  
herkules-machinetools.com | h.clinger@herkulesUSA.com  
T: +1 724-442-8900