

Foreign Military Sales (FMS) Specialist Job Listing

About Us

At Lujo, LLC, we specialize in providing innovative solutions and consulting services to support federal contracting and international defense programs. As a Small Business and Minority-Owned Business, we are committed to delivering results-driven strategies to meet mission-critical objectives for our clients.

We are seeking a skilled and motivated Foreign Military Sales (FMS) Specialist to join our dynamic team. If you are passionate about navigating the complexities of FMS and contributing to international partnerships, we want to hear from you!

Job Responsibilities

- Manage and oversee the lifecycle of Foreign Military Sales (FMS) cases, including case development, implementation, execution, and closure.
- Provide subject matter expertise on U.S. Department of Defense (DoD) policies, regulations, and procedures related to FMS.
- Assist in crafting competitive, compliant proposals to help clients win FMS contracts.
- Coordinate with international customers, U.S. government agencies, and industry partners to ensure successful program execution.
- Monitor and analyze FMS program performance metrics to ensure cost, schedule, and quality objectives are met.
- Prepare and deliver detailed reports, briefings, and presentations for clients and stakeholders.
- Support end-to-end program management, including logistics, procurement, and contract execution.

Qualifications

- Education: Bachelor's degree in Business, International Relations, Public Administration, or related field (Master's preferred).
- Experience: Minimum of 3-5 years of experience in Foreign Military Sales, federal contracting, or defense acquisition. Demonstrated knowledge of DoD security cooperation programs, policies, and regulations.
- Skills: Strong analytical and problem-solving abilities. Excellent written and verbal communication skills. Proficiency in Microsoft Office Suite (Word, Excel, PowerPoint). Ability to work collaboratively with cross-functional teams.
- Clearance: Ability to obtain and maintain a U.S. government security clearance is required.

Why Join Lujo, LLC?

- Work with a passionate and experienced team dedicated to achieving excellence in FMS.
- Opportunity to make a tangible impact in supporting U.S. defense initiatives and international partnerships.
- Competitive salary and benefits package, including health insurance, paid time off, and professional development opportunities.

How to Apply

Interested candidates should submit their resume and cover letter to tucker.lucas@lujollc.com with the subject line: Application for FMS Specialist – [Your Name].

Join us at Lujo, LLC, and contribute to building a stronger, safer future through innovative FMS solutions!