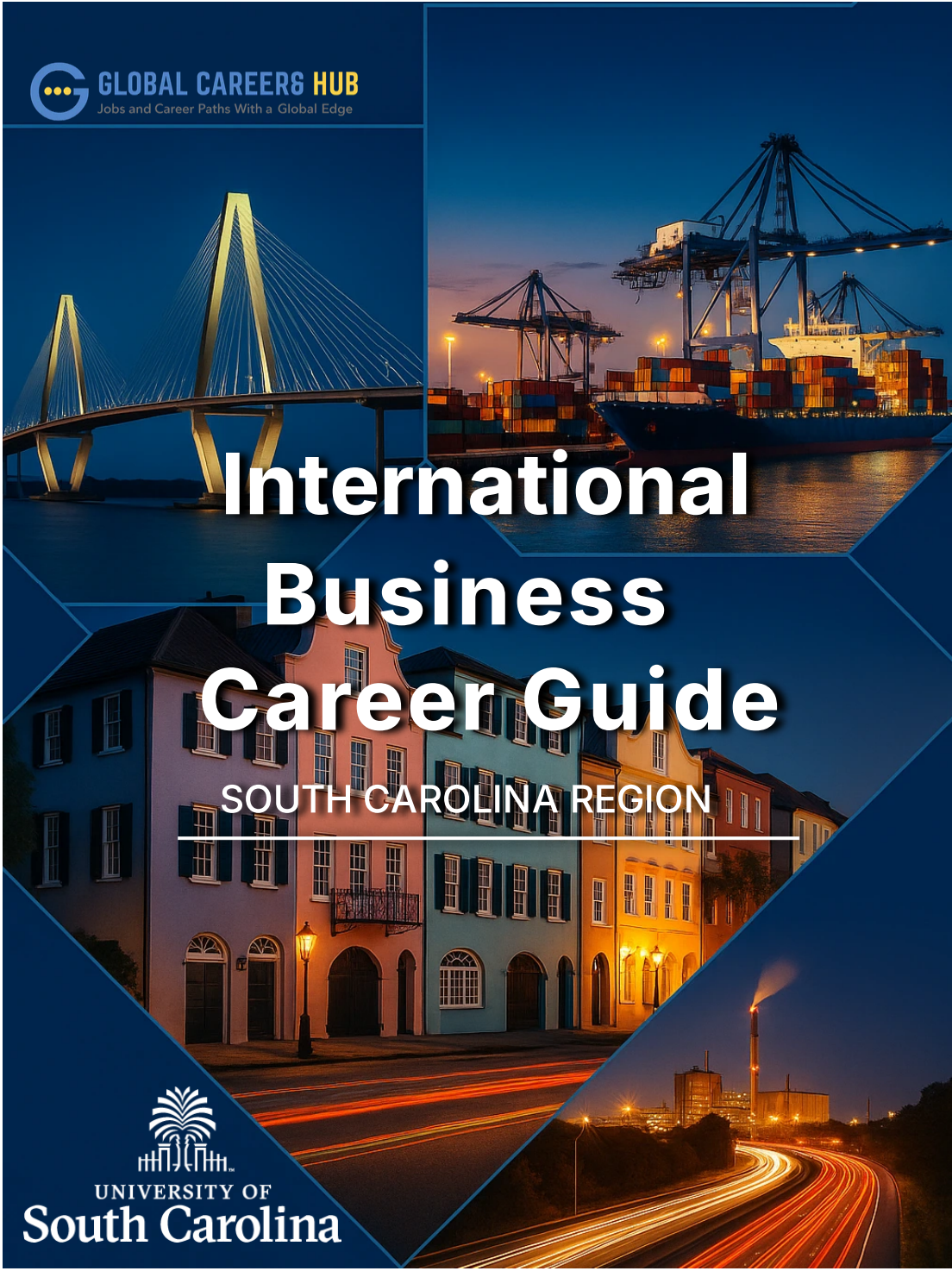




International Business Career Guide

SOUTH CAROLINA REGION

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SCOPE OF GUIDE

The purpose of this Career Guide is to provide high school and college students with an opportunity to explore careers in International Business in South Carolina. It is designed not only for students, but also to assist teachers, counselors, and others to infuse International Business in their pathways and programs.

This guide is unique in that it is regional, highlights local employers, and spotlights local professionals so students see the global opportunities in their local communities.

While there are different levels of expertise required for careers in International Business, this guide will show you the many middle-skill positions available in South Carolina. These are jobs that require more education and training than a high school diploma, but less than a four-year college degree.

The jobs, companies, and career spotlights highlighted in this guide represent the breadth of actual career opportunities available in the International Business ecosystem in South Carolina. It's not an exhaustive list, but showcases many possible entry points for students.

Please note job titles can be named differently depending upon the employer. Also, some entry or mid-level jobs available may not have "global" or "international" in the title, but are still part of this industry sector.

The salary information provided is intended as a guide, and differs from company to company. Most of the salary statistics are drawn from Salary.com, Glassdoor, Ziprecruiter, and the U.S. Bureau of Labor Statistics.

This Career Guide draws insights from previous a wide variety of career websites, industry reports, trade associations, and a network of industry contacts.

INTERNATIONAL BUSINESS IN SC

What is International Business ?

Quick Facts

COMEBE
A PART

International business involves three major activities: **exporting, importing, and foreign sourcing**. You'll find **both private and public sector jobs span across industries** while providing a living wage and many growth opportunities.

International Business is a critical driver of South Carolina's economy. With the Port of Charleston serving as a major gateway to international markets and world-class manufacturing facilities throughout the state, South Carolina offers exceptional opportunities to be part of the global marketplace.

However, careers in International Business extend far beyond ports and manufacturing plants. Companies of all sizes can enter global markets, establish international partnerships, and leverage trade agreements to export and import across the world!

During recent global challenges, South Carolina's Global Trade sector demonstrated remarkable resilience and continued growth. In 2024, South Carolina's export sales totaled \$38 billion, the highest volume since 2019, showing how vital this sector is to the state's economy.



Sales and Procurement professionals coordinate sales and make purchases from foreign suppliers. This includes negotiating prices, payment terms, and delivery conditions, as well as preparing bids.



Global Marketing involves managing global sales and researching the international market a business wants to target. This includes looking for trends, a solid customer base, and any competition surrounding the company's product or service.



Global E-commerce consists of finding cost-effective ways to market a brand into a foreign market and selecting payment options that are convenient for customers and safe for the business online.



Knowledge of trade financing will help ensure that transactions run smoothly and often include the involvement of a third party in the transaction process.



Managing global supply chain and logistics involves connecting the business, suppliers, distributors, and final buyers. It is the process that enables goods and services to get from their source to the consumer.

“

"We act as a buffer between the manufacturer and everything overseas," she notes. "We believe in long-term relationships, not quick transactions." Her company's success stems from careful product selection and deep market knowledge built through decades of relationship-building.

Sonya Kosta Di Nova President, Transcon Trading Co., Inc.



PRIVATE SECTOR CAREERS

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"I fell in love with finance through the IMBA program and was able to transition into international banking focused on trade finance," Mims explains. "You've got to project your ideas and build relationships. If you can't communicate and sell your ideas, you're spinning your wheels." He's grown CNT from four to twelve people with 400% revenue growth since 2023.

John Mims CEO, CNT Logistics



TIPS FOR PRIVATE SECTOR JOBS

Private businesses offer the most employment opportunities in the international arena. As the global economy continues to develop and nations become more interdependent, international business operations will expand accordingly. The following pages present a sampling of career options. Demands for these positions will fluctuate and new possibilities will open as international business expands and it becomes easier, and necessary, to go global.

JOB TIPS

- Companies generally categorize roles as business development, operations and customs, and freight forwarding with entry-level opportunities in each area.
- Most positions do not have “global” or “international” in the title, but are within global firms or owned by foreign subsidiaries. Names of positions may differ as well, but the functions are similar.
- Global competencies such as cross-cultural communication and languages give an advantage in this sector.
- Companies, particularly in the International Trade sector, value experience and technical knowledge. Gaining hands-on experience through internships and networking is recommended.
- Seasonal jobs, entry/clerk, or associate-level positions in the industry are beneficial.
- Smaller companies are more flexible with education requirements, and provide a great way to get started working in the International Business sector.
- There are search firms dedicated to the trade and logistics industry, so make sure you include them in your job search.
- Be open to enter the market at an entry level such as clerk, associate, or customer service position.
- Position to help build your resume and showcase experience in the sector. Once you enter, there is a lot of room for growth.



GLOBAL SUPPLY CHAIN & LOGISTICS

As the global marketplace continues to grow in terms of speed and access, reliability of transportation services to deliver products across the world becomes increasingly important. Logistics encompasses everything dealing with transport and operations of goods and services.

Global logistics professionals will integrate the services available from individual insurance agents, customs brokers, forwarding agents, and transportation carriers. Each of these career opportunities counts on a specific set of skills and an in-depth knowledge of every step of the transportation process. This work requires detailed familiarity with insurance, transportation, and customs terminology, as well as all related documentation requirements.

KEY SKILLS:

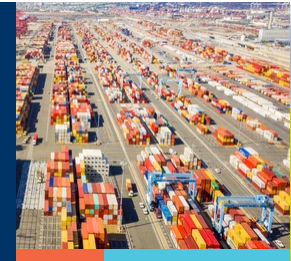
- Strong interpersonal skills, detail-oriented, good memory, strong math skills
- Knowledge of company policies related to shipping and import/export
- Data entry, systems analysis, and knowledge of principles and methods for moving people/goods by air, rail, sea, or road, including the relative costs and benefits
- Ability to work independently and multitask, sense of urgency
- Technical knowledge such as Incoterms, trade documentation requirements, tariff classifications under harmonized codes

GLOBAL LOGISTICS: AN INTRODUCTION



CAREERS

- + Compliance Analyst
- + Customs Agent/Broker
- + Customs Entry Writer
- + Customs Inspector
- + Freight Agent/Coordinator
- + Global Logistics Coordinator
- + Import/Export Agent
- + International Shipping Specialist/Clerk
- + Ocean/Air Import Agent
- + Supply Chain Analyst



CAREER SPOTLIGHT

AMY SARTAIN

**Director of SC Logistics, South Carolina
Council on Competitiveness**



Sartain's journey from Clemson industrial engineering student to state economic development leader shows how hands-on experience drives regional impact. Through co-ops at Japanese-owned AFL Telecommunications and textile giant Milliken, she learned how South Carolina companies operate globally while staying rooted locally.

Her career path through Walmart, Crayola, and a third-party logistics company gave her deep supply chain experience before she transitioned to economic development. "When I joined Sunland Logistics Solutions, we had 300 employees. Six years later, we had 1,500. The Southeast supply chain was booming," Sartain recalls.

Now she shares South Carolina's logistics story to attract businesses and talent. "You can reach 66 million people within a one-day drive. Charleston is the eighth largest port in the country, and we have the infrastructure—ports, rail, airports, and inland ports—to support efficient operations."

Sartain highlights the leadership skill that propelled her career: "Influencing people is important. You could have the best idea in the world, but if you can't explain it and get people on board, you won't see impact. The bridge between analysis and execution is where leadership happens."

She also shares her passion for teaching supply chain. "Supply chain touches every company that sells or buys products. There's no industry that doesn't need efficient logistics." Her advice: build technical and relationship skills—success comes from bringing people along.

GLOBAL MANUFACTURING

South Carolina is a global manufacturing hub, home to industry leaders like BMW, Michelin, and Boeing. BMW's Spartanburg plant is its largest worldwide, producing 1,500+ vehicles daily and exporting nearly 60% to 120 countries. Michelin's operations have made the state the top U.S. tire exporter for 10 consecutive years, with \$1.8 billion in exports in 2024. Boeing South Carolina exclusively manufactures the 787 Dreamliner, underscoring the state's aerospace significance.

The state hosts 947 international firms employing nearly 185,000 U.S. workers—96,000 in manufacturing. Over 580,000 South Carolina jobs (20%) are supported by global trade, with companies participating in international supply chains.

Manufacturing careers in South Carolina offer competitive wages, strong benefits, and clear advancement pathways. Many roles require technical skills attainable through community colleges, apprenticeships, or on-the-job training—not necessarily a four-year degree. The sector combines traditional expertise with cutting-edge tech, making it ideal for hands-on workers eager to grow in a dynamic, global industry.

KEY SKILLS:

- Technical aptitude and mechanical reasoning
- Quality control and attention to detail
- Understanding of manufacturing processes and safety protocols
- Ability to read technical drawings and specifications
- Basic computer skills for operating modern equipment
- Teamwork and communication skills for collaborative production environments
- Knowledge of lean manufacturing and continuous improvement methods

CAREERS

- + Manufacturing Technician/Operator
- + Quality Control Inspector
- + Industrial Maintenance Technician
- + Production Supervisor
- + CNC Machinist/Programmer
- + Manufacturing Engineer
- + Supply Chain Coordinator (Manufacturing)
- + Logistics Specialist (Manufacturing)



CAREERS IN GLOBAL MANUFACTURING

CAREER SPOTLIGHT

TOMMY PRESTON, JR.

CHIEF COMPLIANCE OFFICER
VICE PRESIDENT, GLOBAL COMPLIANCE, THE BOEING COMPANY



Tommy Preston, Jr. grew up in rural South Carolina and didn't take his first flight outside the United States until college. Today, from Charleston, he oversees the hiring, development, and care of roughly 180,000 Boeing employees across more than 60 countries, without ever having left his home state. His career is a clear reminder that South Carolina's global business footprint can take you places you never expected.

Preston earned both his undergraduate degree and law degree from the University of South Carolina, where he served as student body president. He then practiced law in economic development, helping multinational companies invest and expand in South Carolina, before joining Boeing in 2015.

Since then, he has held roles in law and compliance, public policy, and ethics, and now serves as chief compliance officer and vice president of Global Compliance, for The Boeing Company. Preston leads Boeing's ethics and compliance program, enabling business success through a culture of integrity, ethical conduct, workplace and product safety, and compliance with laws and company policies. Preston is also responsible for proactively addressing legal and compliance obligations while providing company leaders with early visibility of emerging risk and issues. He's represented the company in China, across Europe, in Africa, in India, and in Dubai.

"It's pretty cool to have a global remit from right here in my home state," he says. For students, Preston's advice comes down to curiosity and adaptability. He encourages leadership involvement early, building business acumen in school, and learning a second language whenever possible.

Boeing offers DreamLearners site visits, high school apprenticeships, and college internships as entry points. He also points to the University of South Carolina's top-ranked international business program as an ideal launching pad for students who want a global career without leaving South Carolina behind.

CAREERS



CAREER SPOTLIGHT

FRANCESCA MOSTELLER

Director of State and Local Govt. Affairs,
Michelin North America



Francesca Mosteller's 16-year career at Michelin shows how stepping outside your comfort zone can create remarkable opportunities. She's moved from lawyer to distribution center manager to Director of State and Local Government Affairs—rarely staying in one role more than two years.

Growing up in Washington, D.C., Mosteller was immersed in global influences. "You can't help but know what's going on in the world when you drive past embassies and see the global community in action," she explains. That exposure led her to various international stints in Australia and across Latin America. After law school in North Carolina and work at Charleston and Greenville firms, she joined Michelin's legal team before taking an unexpected turn.

"If you have an interest in doing something new and are willing to learn, Michelin will support you with investment in training and proposed roles to nurture and grow competencies," Mosteller says. Drawn to operations, she accepted an opportunity managing a tire distribution center outside Philadelphia. "I joke it was my first expat assignment—a lawyer managing a tire distribution center to really learn the business."

Her global background proved valuable when Michelin relocated her family to Mexico, where she served as General Counsel and Vice President of Services, supporting the business and various strategic projects. "Seeing my children's world open up and them learning a new language was a treasure," she recalls.

Today, Mosteller oversees state and local policy across all 50 states. Her advice to students considering international careers: seek global experiences, stay open to new challenges, and keep learning. With that mindset, she believes building a diverse, rewarding career is possible—sometimes without ever leaving one company.

SALES & PROCUREMENT

International sales and procurement professionals book orders for individual customers, coordinate sales through foreign distributors, or make purchases from foreign suppliers. Sales managers and representatives identify prospective buyers, present the company's product or service, and close orders.

They negotiate prices, payment terms, and delivery conditions within the framework of company policy. They may also coordinate the preparation of bids for competitive procurements from government or corporate customers and provide a liaison for ensuring that customers' needs are met.

KEY SKILLS:

- Strong customer service, analytical skills, confidence in decision-making and in recommending solutions, maintain control under pressure
- Strong interpersonal and writing skills, a good understanding of the business culture in your target market, as well as negotiation and sales skills
- Developing proficiency in a foreign language and culture is helpful
- Technical Knowledge: CRM for international sales, import/export compliance, tariff classification under harmonized system, developing an export plan, etc

CAREERS

- + Account or Customer Service Representative
- + Export Sales Representative
- + International Trader
- + International Trade Specialist
- + Procurement Clerk
- + Purchasing Agent
- + Sales Representative



CAREER SPOTLIGHT

BOB MITCHELL

Director of Procurement, South Carolina Ports Authority

Bob Mitchell's path from civil engineer to procurement director at the South Carolina Ports Authority shows how technical skills can lead to international business careers. After earning an engineering degree from Carnegie Mellon and working in Pittsburgh, he moved to Charleston and joined the port authority 20 years ago.

"I started as an engineering project manager, managing capital construction projects," Mitchell explains. "When the procurement director position opened, they wanted someone with an engineering background who could understand technical specifications and communicate with both engineering and financial teams."

Today, he oversees purchasing for the entire South Carolina ports system, including five marine terminals and two inland facilities. His work is global in scope: "We buy equipment from overseas, deal with currency conversions, coordinate meetings across time zones, and navigate tariffs. Recently, we've had to find alternative sources when tariffs made certain equipment more expensive."

He emphasizes communication skills for success and notes that internships often lead to full-time jobs in international trade.

TRADE FINANCE

Expanding trade activity around the world has increased the need for investment, credit, and general business analysts. As companies expand into new markets, the need for more sophisticated risk analysis and credit insurance will grow. Likewise, business is increasing for brokers who provide insurance against damage during transit and other risks associated with physically moving goods around the world.

Finance professionals prepare financial reports, direct investment activities, and implement cash management strategies. Strong candidates for these roles will have a background in finance or business, and a deep understanding of foreign economic environments.

KEY SKILLS:

- Ability to analyze and quantify risk, and assess complex data and provide solutions
- Understanding and awareness of foreign and domestic developments
- Microsoft Excel, proficiency with math, analytical mindset
- Customer service skills dealing with clients, language is a plus
- Technical knowledge: open account, letters of credit, filing of an EEI, Incoterms, mitigating credit risk, export quote and pricing, import/export basics, shipping insurance

CAREERS

- + Insurance Brokers/Surety Agent
- + Commercial Banking: International Service/Trade Officer



CAREER SPOTLIGHT

JOHN MIMIS CEO CNT Logistics



John Mimis' career demonstrates how international business education and finance expertise can drive entrepreneurial success in logistics. Influenced by his father's international work in electronics, Mimis pursued an International MBA at USC's Darla Moore School, spending half his time in Vienna during the early days of the Eurozone.

"I fell in love with finance through the MBA program and was able to transition into international banking focused on trade finance," Mimis explains. This foundation led to a decade in equity research covering logistics companies, FedEx, UPS, global shipping companies, and freight forwarders – always with an international trade focus.

His analytical background proved invaluable when he transitioned to industry, eventually returning to South Carolina to run CNT Logistics. "We focus on [the] final mile for international shipping and healthcare supply chain coordination. Half our customers are international freight forwarders, and we work within the port system."

Mimis emphasizes the importance of combining analytical and communication skills: "You've got to project your ideas and build relationships. If you can't communicate and sell your ideas, you're spinning your wheels." He's grown CNT from four to twelve people with 400% revenue growth since 2023.

His advice for students: "Get into the meetings, focus on exposure, and learn from osmosis rather than trying to impress people. Focus on a few industries you're passionate about. You can't be great at everything." Mimis sees tremendous opportunity in South Carolina's strategic development across automotive, aerospace, tech, and healthcare sectors, supported by cost-effective living and collaborative business environments.

AGRICULTURE

South Carolina's agricultural sector plays a vital role in international business, contributing more than \$1 billion in agricultural exports and supporting the state's position as the 34th-largest agricultural exporting state.

With more than 22,600 farms and 4.6 million acres of farmland, agribusiness (agriculture and forestry) is South Carolina's No. 1 industry, accounting for 259,215 jobs and \$51.8 billion in annual economic impact.

Key Agricultural Export Opportunities:

- South Carolina's highest valued agricultural commodities include broilers, miscellaneous crops, and corn, generating around \$3.7 billion in agricultural cash receipts.
- International markets for South Carolina agricultural products span multiple continents.
- Agricultural shippers depend on South Carolina Ports to efficiently move their goods to global markets.

Career Pathways in Agricultural Trade: Students interested in combining agriculture with international business can pursue careers in agricultural export coordination, international commodity trading, agricultural market research, and global supply chain management for food products. These roles involve understanding international regulations, cultural food preferences, and global distribution networks.

KEY SKILLS:

- Knowledge of international food safety standards and regulations
- Understanding of global commodity markets and pricing
- Cross-cultural communication for international buyer relationships
- Supply chain logistics for perishable goods
- Digital marketing for agricultural products

CAREERS

CAREER SPOTLIGHT



NORRIS THIGPEN

**Director, Office of Agribusiness Development,
South Carolina Department of Agriculture**

Norris Thigpen's journey from anthropology student to international development professional to agribusiness director illustrates how global experience can create local impact. After teaching English in China and working for eight years at the Asia Foundation in Washington D.C., Thigpen returned home to South Carolina to lead agribusiness development for the state.

"International development was rewarding, but geographically limiting," Thigpen explains.

"Working in state economic development allows me to use my international experience while staying close to home." In his role, he attracts European agribusiness companies to South Carolina while helping local farmers and food companies explore export opportunities.

South Carolina's international business credentials are impressive. The state leads the nation in foreign direct investment per capita, with agribusiness as the top economic sector. "Many of our agribusiness companies are European-based, particularly in technology and equipment," Thigpen notes. "I spend significant time in Europe meeting with companies interested in expanding to South Carolina."

Thigpen emphasizes that success in international business requires strong soft skills. "You need excellent communication and problem-solving abilities. You can learn the technical knowledge, but you can't teach someone how to build relationships or read between the lines." He advises students to stay curious, read widely, and remember that "the world is getting smaller. International business opportunities will continue to grow."

GLOBAL ENTREPRENEURSHIP

Global entrepreneurs are limited only by their imagination as they can go anywhere online. They can export their own products or services or create a consultancy that serves as an intermediary representing companies abroad. Entrepreneurs well-versed in international goods and customs can also enter the shipping and global business arenas.

Leveraging e-commerce levels the playing field for smaller businesses to enter the global market. More companies are “born global” or encouraged to incorporate global strategies early leveraging technology and digital sales to reach consumers abroad. New trade agreements have also made provisions for e-commerce, making digital trade the wave of the future.”

KEY SKILLS:

- Global mindset, market research, resourcefulness, cross-cultural communication, online marketing, interpersonal and networking skills
- Entrepreneurial mindset, creativity, critical thinking, collaboration, initiative, self-reliance
- Bi-cultural, multilingual, communication, and sales skills give an edge



**CHECK OUT LOCAL RESOURCES TO HELP YOU GO
GLOBAL IN LEARN.CONNECT.GROW.**

CAREERS

CAREER SPOTLIGHT



SONYA KOSTA DI NOVA

President, Transcon Trading Co. Inc.

Sonya Kosta Di Nova's journey from political science student to international business entrepreneur illustrates how curiosity about the world can create unexpected career opportunities. Born in Bulgaria and arriving in the U.S. in 1992, Kosta Di Nova began her career working on privatization projects in Eastern Europe before discovering her passion for export-import business.

"I always had a curiosity about the world beyond my little small world where I was born," Kosta Di Nova explains. "I wanted to understand how the economic wheels that drive this world work."

This curiosity led her to start her own export-import company while pursuing her studies, eventually earning her degree from USC's top-ranked international business program.

Today, as President of Transcon Trading Co., Inc., Kosta Di Nova leads a company that serves as an export management partner for U.S. manufacturers, helping them reach markets in nearly 100 countries. The company specializes in innovative health and beauty products for humans, pets, and horses, taking on all the financial risks and regulatory complexities of international trade.

"We act as a buffer between the manufacturer and everything overseas," she notes. "We believe in long-term relationships, not quick transactions." Her company's success stems from careful product selection and deep market knowledge built through decades of relationship-building.

For students interested in international entrepreneurship, Kosta Di Nova emphasizes essential skills: "Interest is the first and most important thing. If you're really interested in something, you'll put everything into it - dedication, persistence, and willingness to embrace differences." She also stresses the importance of communication skills and integrity, noting that "good communication combined with integrity is crucial for building the long-term relationships that make international business successful."

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"You can reach 66 million people within a one-day drive from South Carolina. Charleston is the eighth largest port in the country, and we have the infrastructure [such as] ports, rail, airports, and inland ports to support efficient operations."

Amy Sartain Director of SC Logistics, South Carolina Council on Competitiveness



PUBLIC SECTOR CAREERS

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"We have tremendous international engagement, diverse international communities, and significant foreign direct investment. You don't have to leave home to work globally." His advice: develop strong communication skills, engage with different cultures locally, and remember that "we need globally minded people more than ever."

Dickson Monk Executive Director, Columbia World Affairs Council



PUBLIC SECTOR OVERVIEW

Public Sector South Carolina Report



Public sector jobs are a great pathway for those interested in International Business. There are many agencies at all levels of government devoted to promoting and regulating trade. The Port of Charleston handles international commerce valued at more than \$75 billion annually and facilitates 260,000 jobs across South Carolina (one in every 9 jobs). Public sector jobs also offer job security and opportunities for growth and advancement.

Government agencies are looking for both technical college graduates and those with four-year degrees to replace many retirees in the next decade. As previously mentioned, the job search and application process for public jobs is different from jobs with private companies. An exam and/or a profile on a government job board may be needed to obtain employment.

South Carolina has a robust international business infrastructure, with more than 1,100 operations of international firms calling the state home, and foreign-affiliated companies employing more than 170,000 South Carolinians. The Port of Charleston ranked as the 6th port in the United States by cargo value in 2020, with over \$72 billion in imports and exports, making South Carolina a significant hub for international commerce in the Southeast.

Starting at an entry-level position can be a good opportunity to get your foot in the door, while taking courses to advance within your field. Public sector career paths are diverse and are usually seen as stable, with generous health and retirement benefits.

In this section, we highlight Public Sector Agencies at all levels of government involved in international business and offer tips on how to start your job search.



TIPS FOR PUBLIC SECTOR JOBS

The public sector is the part of the economy in which business organizations are wholly or partly owned by an agency of the federal or local government, and are controlled through a public authority. International career opportunities in this sector exist in federal and state agencies, as well as international and non-profit organizations.

The job search and application process for public jobs is different from private jobs.

- The first step would be to create a Government Profile and take a Civil Service exam.
- From technician to paralegal, secretary to park ranger, most jobs at all levels of education do exist in the federal government – the largest employer in the United States.
- Treat the public sector as a continuous job search, not a one-off process. Public sector jobs at all levels pop up throughout the year, not just all at once on a specific date.
- Pay close attention to job requirements when applying for a position, and be prepared to show how your experiences are related to competencies and skills expected for the job.
- In your federal résumé use the language of the built-in template, so you are explicitly stating that your qualifications are aligned with their requirements.
- Consult resources such as The Partnership for Public Services [GoGovernment.org](https://www.go.gov/) website for application tips, particularly in résumé writing.

sc.edu/moore/ciber
globalcareershut.org

RESOURCES FOR PUBLIC SECTOR

- [COLA](#)
- [SC Association of Counties](#)
- [South Carolina State Jobs](#)
- Federal Government Jobs
 - The online [job board](#) for federal government openings.
 - A free online resource provided by the [Partnership for Public Service](#) and the go-to site to learn about how to more effectively navigate the federal hiring process.



CITY & COUNTY CAREERS

There are many opportunities to work in international business and logistics in the public sector in South Carolina. The Port of Charleston's facilities span three municipalities—Charleston, North Charleston, and Mount Pleasant—with six public terminals owned and operated by the South Carolina Ports Authority (SCPA).

In 2020, the Port of Charleston ranked as the 6th port in the United States by cargo value, with over \$72 billion in imports and exports traded across the docks. The port is a massive economic driver, facilitating 260,000 jobs across South Carolina (one in every 9 jobs) and handling international commerce valued at more than \$75 billion annually.

City & County Employers Involved in International Business:

- [Charleston Regional Development Alliance](#)
- [City of Charleston Employment Opportunities](#)
- [South Carolina Association of Counties](#)
- [The City of Columbia Jobs](#)
- [City of Greenville, South Carolina Jobs](#)

South Carolian Port Authorities Involved in International Business:

- [Port of Charleston](#)
- [Inland Port Greer](#)
- [Inland Port Dillon](#)

CAREERS

CAREER SPOTLIGHT



SAM KONDUROS

President & CEO, Greenville City Economic Development Corporation

Sam konduros transforms his passion for international business into regional economic impact as Greenville's top economic development leader. His journey from law school to global business recruitment illustrates how relationship-building skills can drive entire regions forward.

Starting as an international project manager, Konduros helped recruit major international companies culminating with BMW and multiple European suppliers. A deal that "changed our trajectory forever and put us on radar systems all over the world."

His early experiences taught him crucial lessons about cultural differences: "In Japan, 'yes' might simply indicate 'polite acknowledgement' rather than agreement...With Italian clients like Ferrari, you couldn't easily discuss business before relationship-building occurred, often over a long meal.

After running North American operations for a German automotive supplier in his early 30's, Konduros alternated between private sector roles and economic development, always maintaining his international business focus. He led regional economic development initiatives and consulted on projects spanning from Azerbaijan to Dubai.

Now managing the City of Greenville's economic development with over 150 prospects in the pipeline, Konduros regularly recruits and works with international companies. "I literally had a German CEO call this morning saying 'we've made the decision. Greenville is it.' Last week, an Austrian company also confirmed their desire to locate here." The Greater Greenville region is home to almost 600 foreign-owned companies. The highest concentration of international investment per capita in the nation.

His success formula centers on relationships: "Do not believe that relationships won't matter. People want to work with people they believe in and have confidence in." For students, he emphasizes: "Show up proactively as first priority, and follow-up expediently. In international business, you have to find convergence where we connect as fellow humans." Konduros proves that combining international experience with local commitment can create outsized regional impact.

STATE CAREERS

There are many opportunities to work in international business and logistics in the public sector in South Carolina. The Port of Charleston's facilities span three municipalities—Charleston, North Charleston, and Mount Pleasant—with six public terminals owned and operated by the South Carolina Ports Authority (SCPA). In 2020, the Port of Charleston ranked as the 6th port in the United States by cargo value, with over \$72 billion in imports and exports traded across the docks. The port is a massive economic driver, facilitating 260,000 jobs across South Carolina (one in every 9 jobs) and handling international commerce valued at more than \$75 billion annually.

South Carolina is considered a significant gateway for trade and investment in the Southeast, producing \$273.3 billion in goods and services annually as of 2024. In 2025, South Carolina exported \$38.5 billion of goods to the world, with exports accounting for 11.6 percent of South Carolina's GDP. The South Carolina Department of Commerce's International Trade program leads the state's export development efforts. Commerce maintains overseas offices in London, Munich, Seoul, Taipei, and Tokyo, helping international companies establish operations in South Carolina and assisting South Carolina firms reach global markets. Commerce's trade and investment teams collaborate closely with partners at the state, federal, and local levels. Trade consultants and attorneys, supply chain and logistics specialists, site selectors, financial analysts, economists, public relations professionals, and executives all drive export growth and business recruitment throughout the state.



CAREERS

CAREER SPOTLIGHT



CARLA EDWARDS

Program Manager, International Trade, South Carolina Department of Commerce

Carla Edwards brings a unique international perspective to South Carolina's export development efforts. Born in Angola and raised in Portugal, Edwards began her career in the Portuguese Foreign Commercial Service, working at embassies in Helsinki and Stockholm before moving to South Carolina through marriage.

"I always wanted to do something in the international arena. I loved languages, traveling, and meeting people," Edwards explains. After starting a family, she volunteered with refugee resettlement programs before working at the South Carolina Department of Education managing international teacher exchange programs.

Now leading the state's international trade program with a lean team of 2 people, Edwards manages export-focused grants, leads trade missions and engagements with exporters across all sectors. "No two days are alike. It could be preparing for an overseas trade show, visiting companies, quarterly grant reporting or working on a bilateral trade report."

South Carolina's export success is impressive. "We export everything from airplanes and cars to forestry products, machinery, plastics and chemicals, and agricultural products. We're the largest U.S. exporter of completed passenger vehicles, and number one in tire exports. We rank 19th nationally in exports, which is remarkable for the state's size."

Edwards emphasizes key skills for international trade careers: "You have to be curious about the world and highly adaptable because the trade landscape changes constantly."

"There's project management, marketing, customer service, and definitely a sales component when organizing events." Her Portuguese foreign service background provides valuable cultural insight for building international business relationships while her volunteer experience with refugees reinforced the importance of cross-cultural communication.

FEDERAL GOVERNMENT CAREERS

The U.S. Government represents this country's interests and promotes trade abroad through many government departments and agencies.

Jobs involving international trade are increasing as the global economy becomes more interdependent and establishing connections with global partners becomes a necessity for success and expansion. Compensation in all government jobs is based on the General Schedule (or GS pay schedule) which contains 15 grades. GS-1 is the lowest scale and GS-15 is the highest. Within these grades are 10 steps that represent a pay increase within that level.

There are two classes of jobs in the federal government: civil service and non-civil service. Civil service jobs are under the jurisdiction of the Office of Personnel Management and subject to the civil service laws passed by Congress to ensure that applicants receive fair and equal treatment in the hiring process.

Non-service agencies function outside the civil service system. They may set their own qualification requirements and are not subject to the appointment, pay, and classification rules in Title 5 of the United States Code.

JOB TIPS

- Create a profile on [USAJOBS.gov](https://www.usajobs.gov).
- Identify what type of work you are interested in, and for which GS level you are qualified. GS-3 or 4 is the level for students/interns, while GS-5 and GS-7 are entry-level jobs, typically for recent graduates (generally including those with certificates or AA degrees) or those with equivalent work experience.
- Create a saved search on USAJOBS, using filters (e.g. location, job classification, GS level, etc.) that match your career preferences. This will give a periodic update of the jobs that are available to you – particularly important because federal jobs are posted throughout the year, rather than all at once.
- Make your federal résumé using the USAJOBS resume builder. Federal resumes are different from regular ones. Use the built-in template to fill it out correctly.
- Consult resources such as The Partnership for Public Services' [GoGovernment.org](https://www.go.gov/) website for application tips, particularly in résumé writing.

FEDERAL DEPARTMENT AGENCIES INVOLVED IN INTERNATIONAL TRADE

- + Department of Agriculture
- + Department of Commerce
- + Department of Energy
- + Department of State
- + Department of the Treasury
- + Department of Transportation
- + Export-Import Bank of the United States
- + Federal Trade Commission
- + Small Business Administration
- + The U.S. Customs and Border Protection (CBP)
- + U.S. International Development Finance Corporation
- + The United States International Trade Commission
- + United States Trade and Development Agency
- + The International Trade Administration

CAREER PATHS WITHIN FEDERAL AGENCIES

- + Border Patrol Agent
- + International Trade Specialist/Analyst
- + Commercial Service Officer
- + Foreign Service Officer/Specialist
- + Program Analyst
- + Consular Officer
- + Economic Officer
- + Logistic Management Specialist
- + Customs Inspector
- + Loan Specialist
- + Foreign Service at the Agency for International Development



Many foreign governments maintain a consulate, trade commission, chamber of commerce, or cultural center in large cities such as Los Angeles. While many of their career positions are filled by citizens of the respective countries, some positions may be open to local applicants. Job duties are often similar to those which may be performed in U.S. offices overseas or by domestic agencies for trade development. For information about possible opportunities in these organizations, contact the agencies of interest, including the following:

- Foreign consulates, Foreign trade commissions, Foreign chambers of commerce, Foreign cultural centers, and institutes

NON PROFIT CAREERS

SOME LOCAL NON-PROFITS PROMOTING TRADE & INTERNATIONAL CORPORATIONS

South Carolina International Trade Coalition

The South Carolina International Trade Coalition is an organization made up of associations and organizations that provide export services to companies across the state of South Carolina.

World Trade Center Charleston

World Trade Center Charleston is part of the World Trade Centers of America network in 90 countries, and is operated under the Charleston Metro Chamber of Commerce. The mission of WTCC is to be a resource for facilitation, promotion and education of global trade.

The World Affairs Council of Charleston

The **World Affairs Council of Charleston (WACC)** is a nonpartisan nonprofit organization focused on promoting global awareness and international understanding within the Charleston community. Through speaker events, discussions, and educational programs, WACC connects local audiences with experts and leaders to explore pressing global issues and foreign policy topics.

South Carolina Manufacturers and Commerce

South Carolina Manufacturers and Commerce (SCMC) is the unified voice for businesses in South Carolina, representing 900+ companies. It advocates for pro-business policies, workforce development, and economic growth. SCMC works at the state and federal levels to make South Carolina a top place to do business.

The Columbia World Affairs Council

The Columbia World Affairs Council is a non-profit, nonpartisan organization fostering public awareness of global issues and international activities in the Midlands of South Carolina.

CAREERS

CAREER SPOTLIGHT



DICKSON MONK

Executive Director, Columbia World Affairs Council

Dickson Monk proves that international careers can flourish right at home. With a background in English literature, Monk transitioned from academic publishing to become Executive Director of the Columbia World Affairs Council, where he facilitates international exchanges and manages diplomatic visits for the region. "My literature background actually helps in international work," Monk explains. "The arts are one of the easiest pathways to cross-cultural understanding."

His organization recently merged with the Columbia Council for Internationals, expanding their capacity to host U.S. State Department programs that bring international professionals to South Carolina.

Monk's work involves everything from organizing speaker events on global issues to helping establish sister city relationships. He's currently working on a partnership between Columbia and Naju, South Korea.

"We're essentially connectors, facilitating person-to-person exchanges that can lead to business partnerships, academic collaborations, or lifelong friendships."

For students interested in international affairs, Monk emphasizes that South Carolina offers surprising opportunities.

"We have tremendous international engagement, diverse international communities, and significant foreign direct investment. You don't have to leave home to work globally."

His advice: develop strong communication skills, engage with different cultures locally, and remember that "we need globally minded people more than ever."

Learning: Close to Home & Beyond Borders

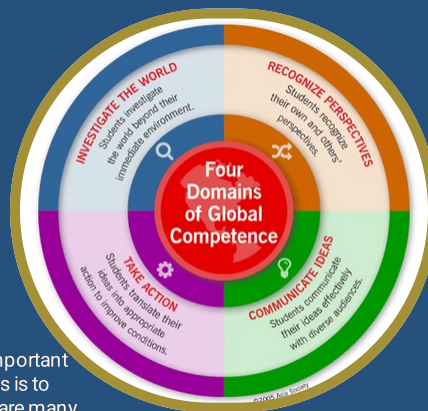
International Business careers can be accessed through many different pathways and college programs. Courses in business, international trade, global entrepreneurship, e-commerce, marketing, transportation, and supply chain can prepare you for an exciting career! These classes can be found at local community colleges, or at a 4-year university for more advanced studies.

Though many pathways can lead to careers in global trade, international jobs require unique technical skills and knowledge. For example, jobs in international goods movement and customs require vast technical knowledge in trade documentation and compliance. Marketing and selling to international customers require cross-cultural communication sensitivities and foreign market research in order to reduce barriers and build bridges.

Global competence is also a key 21st-century skill required by many employers as work becomes increasingly global and digital. Globally competent students:

- Learn about the world and how it works
- Recognize others may have perspectives that differ from theirs
- Communicate verbally and non-verbally with diverse people
- Take action to make a difference in the world

Learning and perfecting foreign languages can be important and gives you a competitive edge. One way to do this is to participate in a study/live abroad opportunity. There are many of these experiences offered which will help you become immersed in various cultures.



↑ Credit: Asia Society

WHERE TO STUDY

Here are a few resources for finding classes and programs that will help prepare you for a international business career:

- [Darla Moore School of Business](#)
 - [IB degree programs](#)
- [SC Technical Colleges](#)
- [Career Explorer for Technical Colleges](#)
- [ReadySC](#)
- [College Scorecard to search and compare fields of study](#)

You can search by your location or area of study. Also search for CTE certificates and degrees in Global Trade, International Business, General Business, Logistics, Supply Chain, Business Management, e-commerce, Marketing, and more.

Educators: Infuse International Business into your Pathways and College Programs. Check out these organizations that are excellent resources

Explore Cultures and Take Advantage of Study and Living Abroad Opportunities

Additional Resources to Immerse Yourself in Different Cultures

LEARN.CONNECT.GROW.

Networking is critical to building a career in any field. Developing relationships and connections with individuals in the global trade space will expand your view of what is possible, and even help you advance in your career. Attending meetings and social events hosted by a professional organization is a great way to connect with others in global trade.

- [SC International Trade Coalition](#)
- [SC Department Of Employment And Workforce \(SC DEW\)](#)
- [Folks Center For International Business](#)
- [Columbia World Affairs Council](#)
- [Charleston Women In International Trade](#)
- [South Carolina District Export Council](#)
- [South Carolina Ports Careers](#)
- [South Carolina Manufacturing And Commerce](#)
- [SC Future Makers](#)
- [University Of South Carolina CIBER](#)
- [Charleston Metro Chamber Of Commerce](#)
- [Upstate SC Alliance](#)
- [Greenville Chamber Of Commerce](#)

TRADE ASSOCIATIONS AND CHAMBERS ARE A GREAT PLACE TO NETWORK AND MEET EMPLOYERS:

Budding **Global Entrepreneurs** – Don't go at it alone. Connect with **resources that can help you Go Global.**

Global Entrepreneurship Resource

- [McNair Institute for Entrepreneurism and Free Enterprise](#)
- [USC Faber Center for Entrepreneurship](#)
- [South Carolina Research Authority \(SCRA\)](#)
- [CAP Carolina](#)
- [USC/Columbia Technology Incubator](#)
- [NEXT Innovation Center & NEXT Manufacturing](#)

DESTINATION: EMPLOYMENT

You can find jobs in both the private and public sectors.

Here are a few tips to consider as you begin your search:

- Occupations in International Business are in every industry sector, though these jobs may not have “global” or “international” in the title
- Be open to entry/clerk or seasonal work to build your résumé
- Don't forget the Public Sector in your job search. Searching for jobs in city, county, state, and federal government is different than private-sector job searches
- Informational interviews are a great way to showcase initiative. Don't be afraid to reach out to professionals in the field
- Think global and act local. Having a global mindset, ease with languages and cross-cultural communication skills gives you an edge in any area of global trade

SAMPLE EMPLOYERS IN THE REGION

[Air Liquide](#), [Alstom](#), [ArcelorMittal](#), [AstraZeneca](#), [BASF](#), [Bayer](#), [BMW Group](#), [Boeing](#), [Bridgestone](#), [Cisco](#), [Continental AG](#), [Daimler Truck](#), [Danone](#), [Ericsson](#), [GE Healthcare](#), [Goodyear](#), [GSK](#), [Henkel](#), [Hitachi](#), [Honda Motor Co.](#), [Hyundai Motor Co.](#), [IBM](#), [Johnson & Johnson](#), [Kia Motors](#), [Kraft Heinz](#), [Kubota Corp.](#), [LG Electronics](#), [Linde](#), [L'Oréal](#), [Mercedes-Benz Group](#), [Michelin](#), [Mitsubishi Corp.](#), [Nestlé](#), [Nissan Motor Co.](#), [Novartis](#), [Oracle](#), [Panasonic](#), [Pfizer](#), [Philips](#), [Robert Bosch GmbH](#), [Roche](#), [Samsung Electronics](#), [SAP](#), [Schaeffler Group](#), [Scout Motors](#), [Siemens](#), [Sony](#), [Tata Steel](#), [Thyssenkrupp](#), [Toyota Motor Corp.](#), [Unilever](#), [Volvo Car Corporation](#), [ZF Friedrichshafen AG](#)

Refer to this graphic for common job titles in your job search



[illegible]

The International Business Career Guide, South Carolina is sponsored by the University of South Carolina Center for International Business Education and Research (CIBER) and is created by Global Careers Hub. We hope this guide provides practical information regarding employment opportunities in the field of international business.

