

ANSYS, INC.
Assistant General Counsel, Global Trade Compliance
(Remote or HQ)

ANSYS, Inc. (www.ansys.com), a publicly-traded global leader in engineering simulation software, has retained us to recruit an Assistant General Counsel, Global Trade Compliance who has designed, built and executed a comprehensive global trade compliance program at a technology/software company. This newly created position will lead the ANSYS trade compliance team in evaluating and refining their existing program and laying a global trade compliance roadmap for the future.

Location: This AGC role can be remote from any location within the continental United States or located at Ansys' headquarters in Canonsburg, PA (Greater Pittsburgh Region). Ansys is proud to have a reputation for corporate social responsibility in the Pittsburgh area in which it operates, a region which habitually receives accolades for affordability, quality of living and sustainability.

Overview: The Assistant General Counsel, Global Trade Compliance reports to the Vice President and Deputy General Counsel and leads a team of trade compliance professionals that advise Ansys on strategic and operational trade compliance requirements and related legal issues. The team supports the sales, procurement, finance, human resources, and other functions to integrate trade compliance into the operations of the company and administers trade compliance training across the enterprise. As the leader of the trade compliance team, you will oversee the identification and implementation of global trade compliance program initiatives tailored to Ansys' complex business operations to ensure risk tolerant, innovative, business solution approaches to trade compliance.

Key Duties and Responsibilities:

- Assess, update and execute Ansys' global trade compliance strategy
- Lead and develop a high performing trade compliance team
- Ensure the prioritization of business-critical trade compliance infrastructure and resources as part of the broader program requirements (e.g., screening, training program, audits, internal risk assessment, valuation, classification)
- Advise business partners on a wide range of complex legal and business issues related to global trade compliance laws and regulations arising from our software business, including classifications, disclosure issues, export and import control operations, customs, and sanctions
- Lead efforts to implement workflow automation to eliminate manual/repetitive tasks and create more efficient and scalable trade compliance processes
- Ensure optimal effectiveness of the company's GTM system
- Maintain expertise in federal regulatory areas including U.S. export and import controls, U.S., UK, Canada and EU customs and administration, trade agreements, and tariffs
- Monitor, coordinate responses, provide advice, and develop strategies regarding new and ongoing administrative trade actions with impacts to the company's business operations
- Coordinate recordkeeping, audits, and related activities arising from trade compliance activities
- Coordinate, support the implementation of, record, and audit operational and system controls related to compliance with trade compliance policies and regulations
- Develop and deliver enterprise-wide data and metrics to monitor trade operations, compliance and performance
- Utilize predictive analytics to detect patterns, identify risks/opportunities and support strategic business decisions
- Provide training to stakeholders across the enterprise on trade compliance matters
- As necessary, coordinate interactions with and responses to trade compliance regulatory authorities, including drafting voluntary disclosures and responding to information requests
- Manage trade compliance due diligence and integration efforts related to mergers and acquisitions
- Demonstrate strong judgment, initiative, discretion, creativity and strategic thinking
- Recognize issues and stakeholders impacted by trade compliance requirements
- Oversee outside counsel on trade compliance matters

Minimum Education/Certification Requirements and Experience:

- Law degree from an accredited law school required
- Member in good standing of at least one state bar association
- A minimum of 10 years of combined US Government, corporate, and/or law firm experience in the practice of global trade compliance, with specific focus in the technology/software industry
- Subject matter expertise supporting US-based companies from abroad in multiple global regions (APAC, EMEA, LATAM)
- Strong knowledge of trade compliance laws and regulations, including but not limited to EAR, ITAR and OFAC regulations
- Ability to take the complex and make it simple
- Demonstrated success managing people
- Prior experience with "hands-on" completion of EAR, ITAR and OFAC license applications related to software licensing

- Experience vetting beneficial ownership of companies potentially subject to OFAC sanctions (e.g., Russia) and EAR sanctions (MEU Rule)
- Hands-on export classification experience in software licensing
- Ability to determine EAR and ITAR jurisdiction applying proper legal principles
- Effective teaching ability to include audiences at all levels of regulatory expertise.
- Familiarity with and strong interest in US foreign and export and import control policy, particularly with regard to sanctioned nations

Preferred Qualifications and Skills:

- Ability to spot and analyze complex issues and devise practical strategies and solutions
- Strong communication skills (oral and written), with both legal and non-legal professionals and comfort working in a role requiring utmost discretion and confidentiality
- Strong drafting and negotiating skills
- Ability to manage and prioritize multiple complex projects simultaneously
- Is flexible and adaptable - demonstrated ability to work in a fast-paced working environment and work diplomatically and tactfully with others
- An inclusive individual who thrives in a team-oriented and collaborative environment

Compensation/Relocation: A competitive compensation and benefits package is being offered. If there is interest in relocating to HQ, Ansys will provide assistance.

ONE Ansys Core Values:

- Customer Focus
- Results and Accountability
- Innovation
- Transparency and Integrity
- Mastery
- Inclusiveness
- Sense of Urgency
- Collaboration and Teamwork

About Ansys:

- At Ansys, you will find yourself among the sharpest minds and most visionary leaders across the globe. Collectively they strive to change the world with innovative technology and transformational solutions. With a prestigious reputation in servicing well-known, world-class companies, standards at Ansys are high – met by those willing to rise to the occasion and meet those challenges head-on. At Ansys, it's about the learning, the discovery and the collaboration. It's about the “what's next” as much as the “mission accomplished.” And it's about the melding of disciplined intellect with strategic direction and results that have, can and do impact real people in real ways. All this is forged within a working environment built on respect, autonomy and ethics.
- Ansys' steady growth and financial strength reflects their commitment to innovation and research and development. At Ansys, you will find yourself among those eager to drive the world towards the next best thing with hands planted firmly on the wheel. Their team is passionate about pushing the limits of world-class simulation technology, empowering our customers to turn their design concepts into successful, innovative products faster and at lower cost. As a measure of their success in attaining these goals, Ansys has been recognized as one of the world's most innovative companies by prestigious publications such as Bloomberg Businessweek and FORTUNE magazines.
- Ansys is an S&P 500 company and a member of the NASDAQ-100. We are proud to have been recognized for the following awards: Bay Area Best Places to Work, a Pillar World Awards Gold Winner, *Fast Company* [Best Workplaces for Innovators](#), a Gold Stevie Award for Great Employers, the FORTUNE Future 50, a DCA Silver Winner, an R&D100 Finalist, a 20% by 2020 Women on Boards winner, a 2020 Pittsburgh Tech 50 – finalist, and [America's Most Responsible Companies](#).
- **2019 Business Insider:** <https://markets.businessinsider.com/news/stocks/the-10-best-performing-stocks-of-this-century-2019-6-1028264220>
- **2019 Ansys named to NASDAQ 100:** <https://www.nasdaq.com/press-release/annual-changes-to-the-nasdaq-100-index-2019-12-13>
- **Ansys Investor Relations:** <https://investors.Ansys.com/>

If your experience is a fit with the description and you are interested in learning more about this outstanding opportunity, please forward a copy of your resume to me at lcarpenter@carpenterlegalsearch.com, and I will follow up to discuss the position in greater detail. *Please do not contact Ansys directly; all resumes will be routed back to CLS and may create delays.* All inquiries will be held in strict confidence.

Ansys is an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, veteran status, and other protected characteristics.

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