



Job Opportunity

Company	Gateway Recruiting LLC
Job Title	Senior Counsel, Export Controls
Location	Washington, DC or Dallas, TX
Salary Range	
Relocation Assistance	Relocation available only for Washington, DC

Job Description / Responsibilities / Requirements

Position Summary:

This role is seeking a Senior Counsel, Export Controls (U.S.) to serve as a legal subject matter expert on export control and trade compliance matters across the company's U.S. operations.

This attorney will play a key role in ensuring compliance with the International Traffic in Arms Regulations (ITAR), Export Administration Regulations (EAR), and related U.S. trade laws as they apply to the company's photonics, laser, and optics technologies used in industrial, communications, and datacenter applications. The ideal candidate brings deep technical understanding, excellent judgment and ability to deal with ambiguity and translate complex regulatory requirements into practical business guidance.

Key Responsibilities:

- Serve as primary legal counsel on export control and trade compliance matters, including classification, licensing, and jurisdictional determinations under the ITAR and EAR.
- Lead and develop a team of legal and compliance professionals, providing mentorship, guidance, and career development.
- Provide strategic legal advice to engineering, program management, supply chain, and business development teams regarding export-controlled technologies.

- Draft, review, and negotiate export-related agreements, including Technical Assistance Agreements (TAAs), Manufacturing License Agreements (MLAs), and nondisclosure agreements involving controlled data.
- Support and advise on export licensing, reexports, deemed exports, and use of license exceptions.
- Liaise with the U.S. Departments of State, Commerce, and Treasury regarding interpretations, disclosures, and authorizations.
- Collaborate with compliance, engineering, and IT functions to strengthen data management and technology control plans.
- Oversee and support internal audits, investigations, and voluntary disclosures.
- Develop and deliver training to business units and management on export control obligations and evolving regulatory requirements.
- Monitor and interpret new trade legislation, CBP rulings, and regulatory developments impacting the product lines and operations.
- Promote and model the company's values—Integrity, Collaboration, Accountability, Respect, and Enthusiasm—in all areas of legal practice.

Qualifications:

- **Education:** Juris Doctor (JD) from an accredited U.S. law school.
- **Experience:** Minimum 5-7+ years of experience advising on export controls, international trade law, or global trade compliance within a law firm, corporate legal department, or government agency.
- Strong knowledge of ITAR, EAR, and OFAC regulations; familiarity with CFIUS-related considerations a plus.
- Demonstrated experience in product classification (CCL/USML), licensing, and export compliance program design.
- Ability to partner cross-functionally with engineering, operations, and executive leadership teams.
- Proven track record managing investigations, audits, and voluntary disclosures.
- Excellent written and verbal communication skills, with the ability to convey complex legal issues to non-legal audiences.
- U.S. citizenship or lawful permanent residency required to meet ITAR regulatory requirements.
- Admission to at least one U.S. state bar, in good standing.

Preferred Attributes:

- Familiarity with manufacturing operations
- Familiarity with ERP-based compliance systems and technology control processes.

- Experience advising on related disciplines such as anti-bribery/anti-corruption (FCPA), corporate ethics, or governance.
- Strong analytical, leadership, and proactive problem-solving capabilities.

Contact Information to Apply

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