



Job Opportunity

Company	Gateway Recruiting LLC
Job Title	Associate Director, Jurisdiction & Classification
Location	DC or Dallas, TX
Salary Range	\$150,000 - \$200,000 Base Salary
Relocation Assistance	No relocation assistance available

Job Description / Responsibilities / Requirements

Overview:

This role is seeking an Export Compliance Jurisdiction & Classification Manager to lead global product classification and jurisdiction determinations, oversee FDPR and De Minimis compliance, and manage a small team within the Global Trade Compliance organization. This role acts as the technical authority for EAR/ITAR classification and jurisdiction across the Company's technology portfolio and partners closely with engineering,

Primary Responsibilities:

Leadership & Program Ownership:

- Lead a team responsible for Jurisdiction & Classification, FDPR, and De Minimis policies and procedures.
- Develop and enforce classification and jurisdiction processes to ensure compliance with U.S. and global export regulations.
- Serve as the technical decision authority for EAR and ITAR jurisdiction and classification.
- Set policies around classification and jurisdiction domestically and globally

Technical Classification & Jurisdiction Expertise:

- Review and approve complex EAR/ITAR classifications for photonics, lasers, semiconductors, optics, and advanced technologies.
- Provide jurisdiction and classification assessments that support compliant movement of technical data, software, and hardware.
- Lead FDPR and De Minimis evaluations to ensure consistent global adherence to U.S. export control rules.

Cross-Functional Collaboration & Training:

- Develop and deliver export compliance training across Company sites.
- Partner with engineering, R&D, product management, operations, and legal to gather technical information for accurate classification.
- Translate complex regulatory requirements into clear, actionable guidance for business stakeholders.

Program Enhancements & Investigations:

- Conduct internal investigations and root-cause analyses; implement corrective actions that strengthen compliance.
- Support audits, gap assessments, and compliance risk evaluations.
- Drive continuous improvement of classification workflows, data integrity, and program efficiency.

Qualifications:

Required:

- 7–12+ years of experience in export controls, EAR/ITAR classification, or global trade compliance
- Deep expertise in EAR, ITAR, ECCN classification, USML jurisdiction, FDPR, and De Minimis regulations
- Ability to interpret complex engineering and technical product information
- Experience leading a team
- Strong communication skills and ability to influence cross-functional stakeholders

Preferred:

- Experience with photonics, lasers, semiconductors, optics, or other advanced technologies
- Experience with SAP GTS or similar trade management systems
- Bachelor's degree in engineering, physics, materials science, international business, law, supply chain, or related field
- Background in high-tech manufacturing, defense, semiconductor, or advanced technology industries

Contact Information to Apply

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