



ICCPA
International Compliance Professionals Association

Job Opportunity

Company	Gateway Recruiting LLC
Job Title	Senior Specialist
Location	Remote - US
Salary Range	\$90,000 - \$120,000 Annual Base Salary
Relocation Assistance	No Relocation Assistance

Job Description / Responsibilities / Requirements

This is a non-supervisory position that will be responsible for supporting the Arms Export Control Act (AECA) needs of customers. This level is a Subject Matter Expert whose qualifications and/or particular expertise are exceptional and/or highly unique. This role is identified as recognized Industry leaders for a given area of expertise.

- Protect the technical predominance of the U.S. Military and global allies.
- Simplify and enable access to responsible and effective trade.
- Coach a holistic approach to international defense business.
- Provides strategic advice, technical guidance and expertise to program and project staff
- Provides detailed analysis, evaluation and recommendations for improvements, optimization development, and/or maintenance efforts for client-specific or mission critical challenges/issues
- Consults with client to define need or problem supervises studies and leads surveys to collect and analyze data to provide advice and recommend solutions
- Initiates, supervises, and/or develops requirements from a project's inception to conclusion for complex to extremely complex programs

Skills:

- Embody our values of Integrity, Passion, Simplicity, Trust, Curiosity, and Stewardship to our team, our customers, and our business.
- Professional with a strong interest in foreign policy and national security.
- Passionate about the International Traffic in Arms Regulations (ITAR), Arms Export Control Act (AECA), Technology Security & Foreign Disclosure (TSFD), Foreign Military Sales (FMS) and Global Trade.
- Desires solving complex problems with solutions that result in providing military technology to U.S. allies and partners in a legal and compliant manner.
- Self-starter who thrives in an environment that rewards creativity, ambition and integrity.
- An entrepreneur who wants to be involved in building a premier professional service firm.
- Yearns to grow and be coached to achieve full potential.

- Craves the fast pace of a start-up environment.
- A positive team player with a “Yes, if” attitude that is always on the hunt for solutions.
- Values “Work-Life Harmony” through success and fulfillment within both your career and personal life.

Education/Experience:

- 10+ years of relevant work experience specific to defense trade – ITAR, FMS or TSFD experience required.?
- Working knowledge of the ITAR, EAR and AECA.
- Experience building international trade compliance programs for aerospace or defense companies (prior ITAR Empowered Official preferred).
- Strong ability drafting and managing ITAR export licenses and agreements.
- Experience participating in and managing ITAR compliance audits and assessments.
- Ability to conduct self-classifications and commodity jurisdictions with technical rigor.
- Experience drafting and implementing enterprise-wide international trade compliance policies & procedures.
- Working knowledge of the Foreign Military Sales process from Letter of Request (LOR) to Letter of Offer & Acceptance (LOA).
- Working knowledge of Technology Security & Foreign Disclosure (TSFD) Release.
- Familiarity with social media and strategic communication strategies.
- Customer service and client management skills.
- Ability to communicate effectively and provide trainings to audiences at all levels (action officer to C-Suite) in a defense industry enterprise.
- Ability to lead solutions to defense trade problems and provide service to our customers, while also improving upon what was done in the past.
- Ability to lead teammates in problem solving, and break down barriers through a high level of communication skills that can simplify problems.
- Ability to be a trusted advisor with established relationships with our clients and U.S. Government.
- Ability to establish and maintain rapport with clients and the U.S. Government.
- Ability to hold and maintain a DoD Active Secret Security Clearance or higher is required.
- Willingness to travel up to 25% of the time.

Contact Information to Apply

Samanda Kalinowski – Samanda@GatewayRecruiting.com