



ICCPA
International Compliance Professionals Association

Job Opportunity

Company	Gateway Recruiting LLC
Job Title	Associate General Counsel, Export & Import
Location	Germany
Relocation Assistance	Relocation Assistance Available to DC

Job Description / Responsibilities / Requirements

Reporting to the VP, Legal – Trade, this role will serve as a key strategic partner across the business, advising on EU and global trade laws and regulations and helping shape the company’s global trade compliance program. The Associate General Counsel will work cross-functionally with leaders in Legal, Compliance, Operations, Supply Chain, and Government Affairs to support business growth while maintaining strong compliance standards.

This position may oversee trade compliance personnel within the region and will collaborate closely with the global trade and legal teams, external advisors, and government and industry stakeholders.

Primary Responsibilities:

- Provide legal guidance on EU and global trade compliance matters, including export controls, customs, sanctions, embargoes, product classification, licensing, product diversion, and supply chain matters
- Advise on EU dual-use export control regimes and interplay with U.S. and other international regulations
- Partner with business and functional leaders to design and implement trade compliance strategies that support commercial objectives and mitigate risk
- Support and lead trade-related components of M&A due diligence and integration
- Manage and oversee external trade counsel in the EU
- Engage with regulators, industry groups, suppliers, customers, and key partners as needed
- Support internal investigations, audits, and compliance assessments related to trade matters
- Contribute to development and delivery of policies, training, and compliance programs across the region

Education & Experience:

- Law degree and licensed/qualified to practice in the EU
- 12+ years of legal experience, with significant focus on EU trade controls
- Experience in a multinational public company or similarly complex environment

- Expertise with EU export control regimes; familiarity with U.S. and global trade regimes preferred
- Demonstrated ability to lead multi-stakeholder global initiatives and manage complex matters
- Prior people leadership or team oversight experience strongly preferred

Skills & Competencies:

- Strong communication and cross-functional collaboration skills
- Demonstrated sound judgment, independent thinking, and ability to navigate ambiguity
- Proven ability to manage multiple priorities in a dynamic, fast-moving environment
- Ability to influence, coach, and build trust across cultures and levels
- Proactive problem-solver with a business-focused mindset and operational practicality
- Commitment to confidentiality and ethical conduct

Contact Information to Apply

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