



Contract Job Opportunity

Company	Gateway Recruiting LLC
Job Title	Associate General Counsel, Export Controls
Location	Washington, DC
Compensation	\$180,000 - \$275,000 Base Salary
Relocation Assistance	Relocation Assistance Available

Job Description / Responsibilities / Requirements

Position Summary:

The Associate General Counsel, Export Controls (U.S.) will serve as a senior legal subject matter expert on export controls, national security regulations, and cybersecurity requirements, with a strong emphasis on ITAR, CMMC, and evolving Department of Defense (DoD) regulatory frameworks.

This newly created role will play a critical part in supporting the company's defense-facing and highly regulated technology programs, ensuring compliance across the full lifecycle of export-controlled activities. The ideal candidate brings deep expertise in export controls law, particularly within defense and advanced technology environments, and the ability to translate complex regulatory requirements into practical, risk-based guidance for business stakeholders.

Key Responsibilities:

- Serve as primary legal counsel on export controls matters, with a focus on International Traffic in Arms Regulations (ITAR), including USML classification, jurisdiction, licensing, and compliance program development
- Provide strategic legal guidance on cybersecurity and data protection requirements, including Cybersecurity Maturity Model Certification (CMMC) and NIST frameworks, as they relate to export-controlled technologies and defense programs
- Advise on compliance requirements tied to Department of Defense (DoD) programs and evolving national security regulatory frameworks
- Support export licensing strategy, including submissions, approvals, reexports, and deemed export considerations, and interface with the Directorate of Defense Trade Controls (DDTC)
- Draft, review, and negotiate agreements involving controlled technologies, including Technical Assistance Agreements (TAAs), Manufacturing License Agreements (MLAs), and nondisclosure agreements (NDAs)
- Partner cross-functionally with engineering, IT, supply chain, and program teams to ensure compliance with export controls, cybersecurity requirements, and secure data environments
- Lead development and enhancement of technology control plans, data governance frameworks, and internal compliance procedures
- Liaise with U.S. government agencies, including the Department of State and DoD, on export controls, compliance, and regulatory matters
- Support internal audits, investigations, and voluntary disclosures related to export controls and defense programs

- Develop and deliver training on ITAR, CMMC, and evolving export controls and cybersecurity requirements
- Monitor regulatory developments and assess impact on the company's export-controlled and defense-related business activities
- Promote and model the company's ICARE values—Integrity, Collaboration, Accountability, Respect, and Enthusiasm

Qualifications:

- Juris Doctor (JD) from an accredited U.S. law school
- Minimum 10+ years of experience in export controls, ITAR compliance, and defense-related regulatory environments within a law firm, corporate legal department, or U.S. government agency
- Deep expertise in ITAR, including USML classification, licensing, jurisdictional analysis, and compliance program implementation
- Experience advising on CMMC, NIST frameworks, or cybersecurity requirements tied to controlled technologies
- Strong familiarity with DoD programs and experience supporting defense contractors or government-facing technology environments
- Demonstrated ability to partner cross-functionally with engineering, IT, and program leadership teams
- Experience managing compliance issues, audits, investigations, and voluntary disclosures
- Strong communication skills with the ability to translate complex regulatory requirements into actionable business guidance
- Admission to at least one U.S. state bar, in good standing

Preferred Qualifications:

- Experience working with or within the Department of Defense or other national security agencies
- Familiarity with Export Administration Regulations (EAR) as they intersect with ITAR and defense programs
- Experience in manufacturing, aerospace, defense, or advanced technology environments
- Strong analytical, leadership, and proactive problem-solving capabilities

Contact Information to Apply

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