



Contract Job Opportunity

Company	Gateway Recruiting LLC
Job Title	Senior Manager, Trade Compliance – Jurisdiction/Classification
Location	Thousand Oaks, CA Washington, DC Boston, MA
Salary Range	\$150,000 - \$200,000 Base Salary
Relocation Assistance	Relocation Assistance Available

Job Description / Responsibilities / Requirements

This high visibility role will serve as the subject matter expert for Jurisdiction & Classification (JC), driving global consistency and strengthening the company's compliance posture worldwide. This role will shape how advanced technologies move across borders, influence product design, ensure global compliance, and act as the authoritative JC voice across a large, diverse, and innovative technology portfolio. As part of the Corporate International Trade Compliance (CITC) team, the Senior Manager will report to the Chief Trade Compliance Counsel, manage a Corporate Compliance Engineer, and provide indirect leadership to a global network of JC Focals.

RESPONSIBILITIES:

- Own and enhance the company's global JC program, providing clear guidance to engineering, product, manufacturing, marketing, and business development teams.
- Monitor U.S. and non-U.S. export control regulations and proactively implement holds, updates, and required license adjustments.
- Lead the development, implementation, and training for all JC and technology control processes, tools, and workflows.
- Engage and manage the worldwide JC Focal community through outreach, webinars, workshops, and roster maintenance.
- Maintain and update corporate JC policies, procedures, and training materials.
- Supervise the quality of JC determinations completed across business units.
- Prepare Commodity Jurisdiction (CJ) requests via the DECCS portal with CITC review.
- Provide regular JC metrics and reporting to CITC leadership.
- Support investigations, disclosures, M&A due diligence, integration, and other Trade Compliance initiatives.
- Assist Trade Compliance Leads during audits and help drive corrective actions.
- Present at annual Trade Compliance conference and attend external SME training.
- Travel domestically and internationally as needed (approximately 20%, with more travel initially).

QUALIFICATIONS:

- Bachelor's degree required.
- 8+ years of directly related experience in export controls and JC determinations.
- Strong experience performing structured Orders of Review for JC self-determinations or formal requests.

- Deep working knowledge of ITAR, EAR, U.S. Customs regulations, OFAC, and preferably non-U.S. export control regimes; experience with Harmonized Systems (HS) classifications a strong plus.
- Ability to interpret complex regulations and write clear reports, procedures, and business communications.
- Comfortable presenting to and advising cross functional stakeholders.
- Experience with Global Trade Management platforms and/or ERPs with Trade Compliance functionality.
- Must be a U.S. Person under ITAR (U.S. citizen, permanent resident meeting ITAR criteria, asylee, or qualifying U.S. incorporated entity employee).

Contact Information to Apply

Samanda Kalinowski – Samanda@GatewayRecruiting.com