

W. E. BULATO CO.

Strategic *HR* Solutions

W. E. BULATO CO. is seeking an energetic, self-motivated individual to join our client's organization in the Los Angeles area.

SUMMARY:

Reporting directly to the Vice President, Legal/General Counsel of a major business segment of a multi-billion dollar, global aerospace company. This position involves a full range of in-house legal services including contracts negotiation, litigation management, support to international marketing, compliance, government certifications, FCPA and antitrust.

Successful candidates will have experience in international direct contract sales, Foreign Military Sales and complex commercial contract transactions, including a practiced knowledge of the International Trafficking in Arms Regulations, Foreign Corrupt Practices Act, and similar law.

RESPONSIBILITIES:

- Work directly with business counterparts, identify legal risks and issues raised in contractual pursuits and on-going programs and develop risk mitigation strategies as appropriate;
- Provide legal advice on terms and conditions for "prime contracts" and "sub-contracts," teaming agreements, joint ventures and other business arrangements for both domestic and international business;
- Support complex legal transactions for SAS' programs and businesses in the U.S. and abroad;
- Maintain expertise in the areas of Federal Acquisition Regulations (FAR), Defense Federal Acquisition Regulations Supplements (DFARS), Uniform Commercial Code (UCC), and related laws and regulations affecting government contracting, such as the Foreign Corrupt Practices Act (FCPA) and the International Traffic in Arms Regulations (ITAR);
- Advise the Company with respect to prosecution/defense of protests and litigation matters;
- Manage outside counsel to budget.

REQUIREMENTS:

- A Juris Doctorate degree from a top law school, and at least 12 years law firm or in-house legal experience in government and commercial contracting;
- Integrity, leadership, organizational, communications, interpersonal, analytical, and motivational skills;
- Must be a team player;
- Strategic planning, proactive, decision-making skills and a problem solver who drives matters to timely conclusions;
- Knowledge of and experience with FAR, DFARS, and other government laws and regulations and with analysis, drafting and negotiation of contracts and contract claims;
- Substantial experience in managing or personally conducting litigation before courts, administrative forums and/or alternative dispute resolution proceedings;
- Ability to travel globally and domestically on a limited basis;
- Law firm experience desired;
- Must become a member of the CA Bar within 1 year;
- An active security clearance is desirable but not a requirement for applicants. Eligibility to obtain a National Security clearance is a requirement for this position.

COMPENSATION:

- Salary;
- Full Benefits;
- Bonus Potential.

THE ORGANIZATION:

Our client is a great place to work with 2010 sales of \$25 billion, is a technology and innovation leader specializing in defense, homeland security and other government markets throughout the world. With a history of innovation spanning 89 years, the company provides state-of-the-art electronics, mission systems integration and other capabilities in the areas of sensing; effects; and command, control, communications and intelligence systems, as well as a broad range of mission support services. The company employs 72,000 people worldwide.

W. E. BULATO CO. is an Equal Opportunity Employer