



**ICCPA**  
International Compliance Professionals Association

## **Job Opportunity**

Company	Global Trade Jobs
Job Title	Trade Advisory Lead
Location	San Francisco, CA
Salary Range	140,000.00 to \$200,000.00 Per Year
Relocation Assistance	NO

### **Job Description / Responsibilities / Requirements**

Caspian is seeking an exceptional Trade Advisory Lead to help build our offering and shape the future of global trade. If you're passionate about driving innovation in customs, we want to talk.

#### **Who we are**

At Caspian, our mission is to make goods more affordable and accessible to all. We're well-capitalized and diving into an immense, complex world of customs and supply chain data, with a vision to make trade easy, open, and efficient for companies everywhere. Our first product is an AI-native duty drawback service that integrates with customer data and uses AI to structure it into refund claims.

#### **Your opportunity**

As the Trade Advisory Lead at Caspian, you'll be instrumental in expanding our trade advisory capabilities while ensuring expert execution of duty drawback claims. You'll work directly with our founders to build and sell scalable, high-integrity processes that redefine how companies approach trade compliance.

#### **What you'll do**

- Lead and scale Caspian's trade advisory function, building scalable, high-integrity processes
- Drive strategic partnerships with customers to understand their needs and shape product roadmap
- Establish and maintain strong relationships with customs authorities through robust compliance programs and industry best practices
- Collaborate with technology team to translate customer & industry requirements into product features
- Spearhead expansions to manufacturing drawback in 2025 and broader trade advisory capabilities in 2026

### **Who you are**

- Licensed customs broker with 5+ years experience in U.S. duty drawback, customs regulations, and broader trade advisory strategies
- Detail-oriented and organized project manager who can design and iterate workflows balancing compliance, speed, and automation
- Strong communicator skilled at engaging with customers, partners and regulators while translating complex trade issues into actionable solutions
- Market-savvy professional with strong understanding of where the trade industry is heading and how technology can play a role
- Adaptable self-starter comfortable with customer travel, scoping improvements, and independently driving deals
- Based in San Francisco and excited about collaborating in-person with the team

### **Contact Information to Apply**

**<https://www.globaltradejobs.com/employment/trade-advisory-lead-listing-17918.aspx>**