

Senior Trade Compliance Manager

Barnes, Richardson & Colburn, LLC | Chicago, Illinois | Hybrid/Remote Flexibility

About the Firm

Barnes, Richardson & Colburn, LLC is a law firm focused exclusively on customs and international trade compliance and litigation. We are seeking an experienced customs and international trade professional to join our team.

This is an opportunity for an accomplished trade professional to work alongside attorneys and other trade professionals on sophisticated customs matters involving tariff classification, valuation, free trade agreements, import compliance, exports, and related issues. The successful candidate will combine deep technical knowledge with strong client-facing, organizational, and leadership skills.

The position is based in **Chicago**, with **remote work arrangements possible** for the right candidate.

The Position

The Senior Trade Compliance Manager will support our clients in navigating complex U.S. customs and international trade requirements. The role requires substantial hands-on experience with U.S. Customs and Border Protection processes and systems, as well as the ability to analyze complex supply chains, products, transactions, and customs data.

The successful candidate should be comfortable working directly with clients, attorneys, customs personnel, and business professionals and should be able to translate complicated customs requirements into practical business solutions.

Key Responsibilities

- Advise and assist clients on a broad range of U.S. customs and international trade compliance matters.

- Conduct and supervise **tariff classification analyses**, including research involving the Harmonized Tariff Schedule of the United States, Canada, and Mexico.
- Analyze **customs valuation** issues, including complex transactions and related-party arrangements.
- Evaluate eligibility for and compliance with **free trade agreements and other preferential tariff programs**.
- Work extensively with **CBP's Automated Commercial Environment (ACE)**, including analyzing customs entry data and submitting rulings, protests, and petitions.
- Assist clients with customs compliance reviews, internal audits, risk assessments, and corrective-action projects.
- Analyze high-volume customs and trade data using Excel and other Microsoft Office tools.
- Support attorneys in customs administrative proceedings and international trade litigation, including developing factual records, reviewing entry documentation, and performing technical customs research.
- Communicate directly with clients regarding customs compliance questions, projects, and strategic initiatives.
- Prepare and deliver presentations, training programs, and client briefings on customs and trade topics.
- Manage multiple projects and deadlines simultaneously.
- Work collaboratively with attorneys and other professionals throughout the firm, client businesses, and the government.

Required Qualifications

Candidates should have:

- **An active U.S. Customs Broker License.**
- Significant professional experience in customs and international trade compliance.

- Detailed working knowledge of **CBP's ACE system** and customs entry data.
- Strong substantive knowledge of:
 - Tariff classification
 - Customs valuation
 - Free trade agreements and preferential trade programs
 - U.S. customs entry and compliance requirements
- Excellent analytical and problem-solving abilities.
- Advanced proficiency with **Microsoft Office**, particularly Excel, Word, PowerPoint, and Outlook.
- Excellent written and oral communication skills.
- The confidence and ability to speak before client groups and other professional audiences.
- Experience managing projects independently and meeting demanding deadlines.
- Strong client-service skills and sound professional judgment.

Particularly Valuable Experience

The following experience is not required but would be especially beneficial:

- Customs and trade experience in the **automotive industry**.
- Experience with **heavy, complex, or advanced manufacturing operations**, particularly businesses with extensive bills of materials, multinational supply chains, or significant import activity.
- Experience handling large customs datasets or developing data-driven customs compliance programs.
- Experience working with engineering, procurement, supply-chain, tax, finance, or logistics professionals.
- Experience supporting customs audits, prior disclosures, protests, ruling requests, or other CBP administrative matters.

- **Professional fluency in Spanish.**

What We Are Looking For

Technical knowledge is important, but we are equally interested in how a candidate works. The ideal person is intellectually curious, practical, detail-oriented, and comfortable taking ownership of complex matters.

This role would be particularly well suited to someone who enjoys **solving difficult customs problems rather than simply identifying them**. We are looking for a professional who can dig into the details of a transaction or product, work effectively with clients and colleagues, explain complicated customs concepts clearly, and help lead others toward practical solutions.

Location and Work Arrangement

The position is associated with the firm's **Chicago office**. Remote or hybrid work arrangements may be available depending on the candidate's experience, location, and the needs of the position.

Barnes, Richardson & Colburn, LLC is an equal opportunity employer.

Interested applicants meeting the listed qualifications should send a resume and references to: Info@barnesrichardson.com