



THE JOINT INDUSTRY OUTREACH SEMINAR ON STRATEGIC TRADE MANAGEMENT

The Role of Trade Compliance Officers in Today's Geopolitical Landscape

George Tan

04 November 2025



Joint Industry Outreach (JIO) 2025

Panel 2: Singapore Industry –

The Role of Trade Compliance Officers in Today's Geopolitical Landscape





Alan Koo Profile



Alan Koo serves as the Trade Compliance Officer at Alif Semiconductor Singapore Pte Ltd, a cutting-edge company specializing in secure, AI-powered microcontrollers and fusion processors for advanced edge computing and IoT solutions. With a versatile skill set spanning Quality Management, Workplace Safety, Training, and Trade Compliance, Alan brings a wealth of expertise to his role. A passionate lifelong learner, he has earned multiple accolades and has published articles in international journals. Alan holds a Mechanical Engineering degree from the National University of Singapore and has attained three Master's degrees. As he proudly puts it, “You can take Alan out of Trade Compliance, but you can never take Trade Compliance out of Alan.”





Evolving Role of Trade Compliance



Risk Assessment



Product Classifications



Technology Management



Customer Screening



Visitor Management



Training



Audits





3 Tips for Value Creation



Implementing Effective
Corrective actions



Conduct Effective Training



Reducing Administrative Burden
through Automation/Tools

More during Panel Discussion...





Conclusion



A Good Compliance Today, a great business Tomorrow!





THE JOINT INDUSTRY OUTREACH SEMINAR ON STRATEGIC TRADE MANAGEMENT



Evolution of Trade Compliance Role

GATE KEEPER

REACTIVE

SILO

BUSINESS REALIZATION

INTERNAL POLICE

POST-DATA ANALYSIS

COST CENTRE



BUSINESS ENABLER

PROACTIVE

CROSS-FUNCTIONAL

BUSINESS OPTIMIZATION

INTERNAL STRATEGIC PARTNER

PREDICTIVE / PRE-DATA ANALYSIS

PROFIT ENABLER





Evolution of Trade Compliance Role

Main Drivers

Regulatory Complexity – Interconnected

Proactive instead of Reactive
Cost of Non-Compliance
Technology Integration

Market Agility – Diversification of Supply Chain

Agile responding to change
Increase in market competitiveness
Readiness to serve the market





THE JOINT INDUSTRY OUTREACH SEMINAR ON STRATEGIC TRADE MANAGEMENT



Joint Industry Outreach (JIO) 2025

***The role of Trade Compliance Executive
from an Industry practitioner perspective
vs a Consultant's perspective***





THE JOINT INDUSTRY OUTREACH SEMINAR ON STRATEGIC TRADE MANAGEMENT

The Role of Trade Compliance Officers in Today's Geopolitical Landscape

George Tan

04 November 2025



Joint Industry Outreach (JIO) 2025

Panel 2: Singapore Industry –

The Role of Trade Compliance Officers in Today's Geopolitical Landscape





Joint Industry Outreach (JIO) 2025

Question 1:

***Under current geopolitical situation,
how shall the role of Trade Compliance
Executive evolve?***





Joint Industry Outreach (JIO) 2025

Question 2:

How can a Trade Compliance Executive able to add value beyond regulatory obligations?





Joint Industry Outreach (JIO) 2025

Question 3:

***How would you view / explore technology (e.g. AI) and geopolitics are shaping the future of the profession?
(will AI replace your job?)***





Joint Industry Outreach (JIO) 2025

Question 4:

Similar to Lawyers, Accountants; how can a Trade Compliance Executive be treated like these professions?

(e.g. recognition by certification – standardization of qualification)





Joint Industry Outreach (JIO) 2025

Question 5:

Trade Compliance Executive usually closely linked to every part / division of the companyis he / she a Strategist of the company to support the C-Suite Management in decision making?



Thank You



**THE JOINT INDUSTRY OUTREACH SEMINAR ON
STRATEGIC TRADE MANAGEMENT**