

# Customs Broker

Get goods across the border legally. Classify them, calculate the duty, file with the government, keep trucks moving.

## TYPICAL PAY

**\$56,000**

a year, full time

## PAY RANGE

**\$43k to \$76k**

starting to experienced

## TIME TO QUALIFY

**2 to 5 years**

after high school

## DEMAND

**Moderate**

job outlook

## LICENCE NEEDED

**Yes**

regulated job

## WHERE YOU WORK

**Customs brokerages, freight forwarders, border crossings, airp...**

## How you get there

- 1 High school diploma** Grade 12  
Job Bank says secondary school plus some post-secondary education in commerce or a related field is required.
- 2 College diploma** 1 to 2 years  
A 2-year business, international trade or logistics diploma. A few Ontario and Quebec colleges offer customs-specific courses.
- 3 Work at a brokerage** 2 to 4 years  
Start as a release clerk, rater or documentation clerk. Job Bank says several years of experience are expected before you are considered a broker.
- 4 Industry certification (optional)** About 1 year, part time  
The customs brokers' association runs a certified customs specialist program that most employers encourage.
- 5 Customs Brokers Professional Examination** One sitting  
A 3-hour multiple-choice exam run by the CBSA (Canada Border Services Agency) at least once a year in each region. Pass mark is 60%. You must be 18 and a citizen or permanent resident.

## Pros and cons

- + Short, cheap education and employers pay for the rest
- + A federal licence that works everywhere in Canada
- + Steady demand: trade never stops
- Modest pay at the clerk level
- Shift work at 24-hour border offices
- Tariffs and trade rules change suddenly and you carry the risk

## Good to know

### One licence, every border

Until 2024 a customs broker licence was tied to specific customs offices. Since April 1, 2024 the CBSA (Canada Border Services Agency) issues one national licence that covers every port of entry in Canada.

### The exam is 3 hours and 60%

The Customs Brokers Professional Examination is a single 3-hour multiple-choice session on import and export law. You need 60% to pass, results come within 4 weeks, and you then have 12 months to a...

## Optional boosts

Customs broker licence or qualified officer status. Certified customs specialist. Trade compliance specialization. US customs knowledge.

### Where these numbers come from

Job Bank: Customs brokers, wages (updated Nov 2025)  
Job Bank: Customs brokers, employment requirements  
CBSA (Canada Border Services Agency): Customs brokers  
CBSA Memorandum D1-8-1: Licensing of customs brokers

Numbers checked September 2026. Pay figures are typical full-time annual amounts in Canadian dollars, based on Government of Canada Job Bank wage data and published salary grids. They vary by province, employer and experience. Tuition is for domestic students. Sources, links and the click-through version: <https://career.help/ca/careers/customs-broker>



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