Business Development Intern - Spring/Summer 2027

Position summary

The Business Development Intern is a paid, part-time internship designed to provide current undergraduate and graduate students with practical exposure to Blue Water Shipping, freight forwarding, ocean freight, international logistics, customer engagement, CRM management, lead qualification, and sales development. The internship is based in Miami, runs for a minimum of three months and up to six months, and is expected to require 20–25 hours per week, with up to 29 hours available based on the student's academic schedule.

Key responsibilities and tasks

- Learn Blue Water Shipping's organization, services, value proposition, and customer story.
- Develop foundational knowledge of freight forwarding, ocean freight, imports, exports, reefer logistics, and general cargo.
- Participate in structured customer touchpoint campaigns and a structured eight-week onboarding and training program.
- Research prospective importers and exporters in Food & Beverage, reefer, and general cargo markets.
- Conduct introductory and cold calls, explain Blue Water Shipping's services, and professionally tell the Blue Water Shipping story.
- Qualify prospective customers and identify pricing requests or sales-lead opportunities.
- Support sales and business-development personnel with prospect research, outreach, follow-up, and lead handoff.
- Maintain accurate prospect, activity, follow-up, and lead information in Microsoft Dynamics CRM.
- Use Microsoft Outlook, Word, Excel, PowerPoint, and assigned campaign tools.
- Participate in coaching, call preparation, call reviews, weekly progress discussions, and other learning activities.
- Protect confidential information and return all company-issued equipment at the conclusion of the internship.

Qualifications and competencies

- Current student or recent graduate in Supply Chain Management, Logistics, International Business, Marketing, Business Administration, or a related field.
- Florida International University and Florida Atlantic University students are target candidates; comparable university programs may also be considered.
- Interest in logistics, freight forwarding, international trade, business development, and customer engagement.
- Strong professional communication, organization, reliability, curiosity, and willingness to learn.
- Comfort making introductory customer calls with coaching and supervision.
- Basic proficiency in Microsoft Outlook, Word, Excel, and PowerPoint, with willingness to learn Microsoft Dynamics CRM and campaign tools.
- Ability to work 20–25 hours per week, with up to 28 hours based on academic schedule.
- Ability to work on-site at the Miami office.

Ready to take the next step in your career, apply now.

As we review applications, we plan to invite qualified candidates for interviews while the

posting may still be active.
So if the position has piqued your interest, we recommend that you don't hesitate to send in your application.
For this role, F-1 students authorized to work through CPT or OPT are welcome to apply. Visa sponsorship is not available. All other applicants must have work authorization in the United States.

What we do – Together we create solutions

Blue Water Shipping is a global provider of all logistic services in modern supply chain management. Founded in Denmark in 1972, Blue Water is a global organization of professionals, skilled to offer complete and tailor-made solutions to any shipping requirement anywhere in the world. We offer clients the best service and highest quality in the industry.
The company is represented with more than 70 offices in 30 countries worldwide combining strong global network with local expertise. Every day our 2000 employees across 6 distinct business units work to deliver on that promise.