

Head of Business Development - Projects (Brazil)

We are looking for a true and experienced Project Logistics professional with driven commercial skills, who understands international freight, thrives in a fast-paced environment, and enjoys building long-term partnerships grounded in trust, performance and value creation.

As Head of Business Development in our **São Paulo** office, you will play a key role in driving growth across our Energy, Ports & Projects Division in different sectors such as Mining, EPC+Infra, Power Generation, Renewable Energy, etc. You will be responsible for identifying prospects, acquiring new clients, expanding existing partnerships and collaborating closely with internal teams across Operations and Pricing & Procurement to deliver integrated, end-to-end Project logistics solutions.

Key responsibilities and tasks

- **Deep Project Logistics expertise**, with proven experience in designing and proposing critical, complex, and tailor-made project logistics solutions.
- **Strong industry network and stakeholder management skills**, maintaining close relationships with heavy-lift carriers, heavy haul transportation providers, barge and tug operators, crane and floating crane companies, shipping lines, co-loaders, airlines (IATA), agents, and Blue Water Shipping offices worldwide.
- **Strong technical and analytical capabilities**, including the ability to interpret engineering drawings, review extensive project packing lists, and work closely with the sales team to develop competitive, innovative, and winning logistics solutions.
- **Driven by results and high sales-focused performance**, with clear motivation and aspiration for new business winning and opportunities conversion, focusing on hit rate increase.
- Identify, engage, and secure new business opportunities within your assigned regions and verticals.
- Develop and grow existing customer accounts by understanding their needs and offering tailored solutions across our full product portfolio.
- Drive customer profitability by creating value-driven solutions, cross-selling multiple services, and ensuring healthy revenue and margin performance.
- Lead customer interactions and presentations (in-person and virtual), while actively managing your sales pipeline.
- Prepare for RFQs, tender and bids with the support of Tender, Operations and Pricing teams to meet customer requirements and deadlines.
- Keep our global CRM system up to date with accurate client information, including pipeline value, supply chain, key decision makers and revenue forecasts.
- Coordinate closely with Operations, Pricing & Procurement and Finance to ensure service excellence and consistent delivery of commitments.
- Other duties as assigned.

Qualifications and competencies

- 3-5 years of sales or business development experience in freight forwarding, shipping, or international logistics.
- Diploma or Degree Holder, preferably in Business Administration, Sales or any related field.
- Strong understanding of Incoterms, global trade flows, and multimodal transport solutions.
- Proven track record in identifying new opportunities and securing new businesses.
- Demonstrated ability to develop client-specific solutions and successfully closing deals.

- Strong interpersonal and communication skills, with the ability to build rapport and influence diverse stakeholders.
- An organized, self-motivated and proactive professional with a solution-driven mindset.
- Familiarity with CRM systems and interpreting key sales metrics to drive performance.

Behavioral skills

- Leadership and team management.
- Analytical and strategic thinking.
- Clear and objective communication.
- Negotiation and decision-making skills.
- Ethics and responsibility.

An exciting opportunity

We offer you an exciting opportunity to work in a team of motivated and qualified specialists, in a company with a high focus on employees and a unique culture.

What we offer

- Medical and dental coverage for employees and dependents
- Life insurance with differentiated coverages
- Food/M meal voucher
- Transport ticket

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.

If the position has piqued your interest, we recommend that you don't hesitate to send in your application.

For this role, visa sponsorship is not available.

What we do – Together we create solutions

Blue Water is a global provider of all logistics services in modern supply chain management. The company was founded in 1972 in Denmark, and today, Blue Water has over 2,700 employees at 80 offices worldwide. Every Blue Water office combines a strong global network with local expertise, and the company operates in various dedicated business segments.