

About Us

Baltimore Water Taxi is an institution in the Baltimore harbor with over 40 years of experience. We pride ourselves on creating mini-adventures for our riders and connecting them with the charms of Charm City. We are a supportive, tight-knit team. We love our city and are proud to act as Baltimore's ambassador to hundreds of thousands of visitors every year.

About the Program

As a Business Development Intern at Baltimore Water Taxi, you'll be the face of the company as a part of our inaugural "Innovation Lab" team of 8-10 interns. You will be an integral part of the dynamic, high-energy sales and marketing engine of the company.

This is the opposite of a boring desk job. If you want to get out of the office, be creative and try new ideas, have real responsibility and hard goals, and help craft our sales and marketing strategies, this is the job for you. Perfect for an ambitious self-starter who wants to learn the skills to grow their own business one day

Who You Are

- An outgoing people-person
- Comfortable getting up in front of people and entertaining
- A clear, engaging communicator in person, over the phone, and in email
- Competitive and motivated by a challenge
- Creative - you love trying new things even if you aren't positive they'll work
- Interested in sales and marketing and learning how to build a business
- A content creator or amateur photographer who loves social media
- Available on weekends, evenings, and holidays as necessary

What You Will Do

- Represent the Water Taxi brand and mission
- Perform grassroots sales activities, including but not limited to:
 - Dock sales at high traffic stops
 - Neighborhood canvassing campaigns,
 - Representing BWT at festivals and events,
 - Outreach to local hotels, businesses, apartments
- Churn out creative photo and video content for social media and website
- Assist with customer support, surveying, and observation to inform our user experience research
- Take part in weekly feedback and brainstorming sessions
- Attend professional trainings in sales, marketing, and other critical business skills

How to Apply

To apply, email cwalker@baltimorewatertaxi.com with your resume and a paragraph description about why you would be a good fit for the program.