

Proposal Manager to our Service Proposals team

Does the idea of powering the world trigger your interest? Do you have a combined technical background with a solid commercial mindset?

Then you could be BWSC's next Proposal Manager!

We are looking for a candidate who can bring technical and commercial together, in an international environment with multiple stakeholders.

BWSC – Ever better energy!

Join us in our mission to build a world of ever better energy.

BWSC is a leading player in the power generation industry, specializing in the construction, service, operations, and maintenance of power plants. We are at the forefront of diverse energy solutions, from engine and boiler based to PtX, energy storage and carbon capture. Our commitment to the success of our customers sets us apart in the industry.

What will you do

As a Proposals Manager, you will play a crucial role in developing and delivering high-quality proposals for field service, refurbishments, upgrades and brownfield construction projects. You will work closely with cross-functional teams to gather technical insights, monetize value, develop proposal content, and ensure that our proposals meet client needs and align with our strategic goals.

Responsibilities include:

- Review and analyze client requirements and specifications to ensure proposals are tailored to meet their needs.
- Coordinate with various departments to gather necessary technical data and project information.
- Develop and write detailed technical and commercial proposals in collaboration with cross-functional teams.
- Assist in the development of proposal templates and standardized content to improve efficiency.
- Ensure timely submission of proposals and manage any follow-up actions as required.

What do you bring to the field

Preferably, you hold a degree in marine, mechanical or electrical engineering (or similar) with an interest in the commercial aspects of a project. Ideally, you have sales/proposal experience from the power industry servicing onshore-based engine power plants or waste/biomass to energy power plants. It will be an advantage if you have specific knowledge in Civil Works, Mechanical, Electrical, Construction / installation and/or Test & Commissioning. Any former experience with EPC proposals is welcome.

When it comes to tackling proposals, you are a self-starter with drive, who welcomes the chance to take the initiative. You bring an analytical and systematic approach to your work and an eye for detail and accuracy. It is important that you have a proactive approach, so running a task independently comes naturally to you.

In addition, you hold:

- Excellent written and verbal communication skills, with the ability to articulate complex technical information clearly and concisely.
- Ability to work effectively in a team environment and collaborate with various departments and stakeholders.
- Solid organizational skills that allow you to lead proposals from the beginning to the end on time and at the expected quality.
- High customer focus and the ability to enquire and understand customers' implicit needs.

What do we offer?

By joining BWSC you get the chance to impact and contribute to meaningful projects that bring power to the world. We offer an exciting position in a dynamic, skilled, and collaborative work environment. Further we promote opportunities for professional development and growth.

We have a good canteen, fitness facilities, and an active Staff Club contributing with various types of events and activities. Our HQ is placed in Allerød, near the train station and only a 30 min ride from centre of Copenhagen.

We look forward to hearing from you

You apply by following below link.

We will review applications and proceed with relevant candidates on an ongoing basis, so please make sure to apply as soon as possible – and **no later than 31 August 2025**.

BWSC wants to promote equality and diversity. We encourage all qualified candidates to apply - regardless of ethnic background, gender, sexual orientation, disability, religion, or age. We therefore recommend not stating age etc. on application documents.

Get to know us even better at our website, www.bwsc.com, where you can learn more about our projects, our strategy and what we want to achieve at BWSC.

BWSC no longer receive, or handle applications received via email due to the directives of the GDPR. For your application to be processed, you must submit your application via our online recruitment system.

About BWSC

Burmeister & Wain Scandinavian Contractor A/S (BWSC) is a global power plant Operation & Maintenance and Service provider with engineering expertise, enabling power plant owners to deliver cleaner and affordable energy. We are experts in building, servicing, upgrading, operating, and maintaining energy systems for diesel, natural gas, and renewable baseload power plants. We help our customers increase reliability and availability of energy production, improve efficiency and performance of their power plant, design and integrate future-proof technologies, and secure lower cost of maintenance. At BWSC, we work with customers in Europe and beyond to tackle energy storage, carbon capture, Power-to-X and related energy transition challenges.

Our people are at the core of everything we do and key to a positive relationship with our customers. We invest in our people and their wellbeing, to ensure continued success and growth of the company.