

O&M Sales Manager

Do you want to take ownership of selling long-term Operations & Maintenance solutions for power plants and create value through strong commercial concepts, customer relationships and profitable contracts? Then this could be your next career step.

BWSC – Ever better energy!

Join us in our mission in building a world of sustainable energy and making a meaningful impact on the world of power generation and energy conversion.

BWSC is a leading player in the power generation industry, specializing in the service, operations, and maintenance of power plants. We are at the forefront of sustainable energy solutions, working closely with Original Equipment Manufacturers (OEMs) to develop and construct cutting-edge power-to-x facilities. Our commitment to excellence, innovation, and environmental stewardship sets us apart in the industry.

The position

As O&M Sales Manager, you are responsible for driving profitable order intake through the sale of long-term Operations & Maintenance (O&M) contracts for power plants. You own the complete sales lifecycle—from market development and tender preparation to contract negotiation and handover to execution.

You will work closely with internal stakeholders across the organization and play a key role in shaping competitive O&M solutions, ensuring high-quality bid materials and securing sustainable, long-term customer agreements

Your key responsibilities:

- Drive profitable order intake through long-term O&M contracts
- Build and manage a qualified international sales pipeline
- Lead complex commercial negotiations and contract structuring

You will also:

- Develop competitive O&M service concepts with Operations and Technical teams
- Manage commercial and contractual risk throughout the bid process
- Contribute to market intelligence, customer segmentation and partner relations

The role involves international travel (approximately 30–40%), primarily related to customer meetings, leads, negotiations and project development.

Qualifications

We expect that you:

- Hold a degree in mechanical, electrical or marine engineering—or a commercial degree combined with strong technical understanding
- Have experience working with complex technical and commercial proposals, preferably within the power or energy sector
- Bring solid sales experience with a clear customer-centric mindset
- Understand O&M service models, LTSAs, KPIs and contractual structures
- Have experience negotiating commercial terms in international environments
- Possess strong financial understanding and the ability to manage complex contracts
- Are proficient in standard tools such as Excel, PowerPoint and CRM systems (Power BI is an advantage)
- Communicate fluently in English and Danish; additional languages are a plus

To succeed in this role, you combine strong commercial acumen with technical curiosity and a structured, analytical mindset. You are comfortable taking ownership of complex sales processes, navigating multiple stakeholders and driving results in an international and dynamic environment.

You thrive in long sales cycles where persistence, collaboration and attention to detail are essential.

Also you are:

- Analytical, structured and detail-oriented with strong commercial judgment
- Proactive, self-driven and able to take ownership of tasks independently
- A strong communicator who builds trust with customers and internal stakeholders
- Persistent and solution-oriented in long and complex sales processes
- Comfortable working with technical depth and commercial complexity
- Able to perform under pressure and manage shifting priorities
- Culturally aware and confident working in international contexts

What do we offer?

By joining BWSC you get the chance to impact and contribute to meaningful projects that promote sustainability and environmental responsibility.

We offer a key commercial role with end-to-end responsibility for the O&M sales process, close collaboration with experienced colleagues across functions, exposure to strategically important and technically complex projects and an international working environment with approximately 30–40% travel a year.

Our HQ is placed in Allerød, near the train station and only a 30 min ride from center of Copenhagen. We have a great canteen, extensive in-house fitness facilities, and an active Staff Club contributing to various events and activities.

We look forward to hearing from you

We look forward to receiving your application. If you have any questions regarding the position, feel free to contact Director, Head of O&M Sales Zaid Younis at zayo@bwsc.dk.

We will review applications and proceed with relevant candidates on an ongoing basis, so please submit your application as soon as possible, and **no later than April 27, 2026**.

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.

Learn more about us at our website, www.bwsc.com, where you can read about our projects, strategy, and vision at BWSC.

BWSC does not receive or handle applications sent via email in compliance with GDPR regulations.

About BWSC

Burmeister & Wain Scandinavian Contractor A/S (BWSC) is a global power plant Operation & Maintenance and technical service provider with engineering expertise, enabling power plant owners to deliver cleaner and affordable energy. We are experts in 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.