

Proposal Manager, Automation

Burmeister & Wain Scandinavian Contractor (BWSC) is a world-leading player in the power generation industry, specializing in the service, operations, and maintenance of medium and large-scale energy plants. The plant technologies include not only hybrid, biomass, and waste-to-energy plants, but also Green Energy Solutions such as Hydrogen & e-Fuels (Power-to-X), biogas etc. BWSC operates globally with activities in over 70 countries.

BWSC sees strong potentials for growth especially in terms of digitalization and automation solutions, including cyber security, for the plants it manages for clients across the world, tailoring and building an automation architecture.

To grasp these exciting opportunities and underpin BWSC development, the team is now looking to hire a dedicated Proposal Manager for Automation.

Key responsibilities and task

The Proposal Manager, Automation will be a driving force behind BWSC commitment to excellence in automation solutions. This role is pivotal in presenting BWSC capabilities to clients through meticulously crafted proposals, showcasing how innovative automation technologies can transform their operations.

The role reports to Director, Head of Service Proposals, with strong ties with the Digitalization team.

Key responsibilities include:

- Create DCS Solutions with high security and availability for the energy sector that will fulfil the new critical infrastructure demands.
- Collaborate with technical experts to gather insights and inputs for crafting technically sound and innovative proposals.
- Engage with clients to understand their automation needs and tailor proposals to address specific challenges.
- Lead the end-to-end proposal development process, ensuring proposals are aligned with industry standards and client expectations.
- Provide support and guidance to the sales team in presenting and defending proposals to clients.

Key experience and capabilities

As a successful candidate, you will bring experience in, and be motivated by, the following elements:

- A degree in Automation Engineering, Electrical Engineering, or a related field; alternatively, a commercial degree with experience in technical proposal of complex solutions
- Knowledge of automation engineering principles, technologies, and industry standards
- Track record developing successful proposals for automation/digitalisation projects
- Ability to understand client needs and translate technical solutions into compelling content
- Familiarity with topics of IT, cyber security and green energy
- Collaboration and communication skills to work effectively with technical teams and stakeholders, across cultures
- Solid analytical skills and an appreciation for complexity, with the ability to assess risk and drive quality
- Strong written and verbal communication skills in English.

Joining BWSC

BWSC is at the forefront of sustainable energy solutions, working closely with Original Equipment Manufacturers (OEMs) to develop and construct cutting-edge power-to-x facilities. BWSC helps 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, working in Europe and beyond to tackle energy storage, carbon capture, Power-to-X and related energy transition challenges.

Commitment to excellence, innovation, and environmental stewardship set BWSC apart in the industry.

- With strong legacy in the market, BWSC is on a mission in building a world of sustainable energy and make a meaningful impact on the world of power generation and energy conversion

- This role is pivotal in presenting BWSC capabilities to clients through meticulously crafted proposals, showcasing how innovative automation technologies can transform their operations
- By joining BWSC, you will get the chance to impact and contribute to meaningful projects that promote sustainability and environmental responsibility, joining skilled teams and accessing top notch and continuously developing technical solutions
- The role is offering opportunities to work with relevant clients, together with experienced and collaborative teams, and at a truly international level
- BWSC offers a dynamic, skilled, and collaborative work environment with a sense of closeness across teams. Employees are encouraged to and given opportunities to develop and grow.

How to apply

The position is applied for via Mercuri Urval on this site:

[Proposal Manager, Automation - Mercuri Urval](#)

Please follow the link to apply, and don't use the apply button!