

Key Account Manager, Service Sales UK

Are you a proactive and client-focused professional with a passion for account management – and do you have a proven record in driving growth and satisfaction within the energy sector? Then this is an opportunity for you!

We are currently seeking a talented and experienced Key Account Manager to join our team and help us to build key client relationships in the UK.

What will you be doing?

As a Key Account Manager, you will be responsible for building your own long-term business relationships, identifying opportunities to upsell and cross-sell additional services and developing strategic account plans to achieve sales targets. Reporting to the Director, Head of Service Sales, you will play a crucial role in ensuring client satisfaction and driving the growth of our service sales. You will work closely with internal teams to deliver high-quality services and achieve our commercial objectives.

Further your key responsibilities will be:

- Map and analyse the Biomass-to-Energy and Waste-to-Energy market for UK. Prioritize, approach, and develop prospective customers.
- Build and maintain strong, long-term relationships with key clients, acting as their primary point of contact.
- Collaborate with internal operations teams to ensure seamless delivery of services, monitor performance, and address any issues promptly.
- Work closely with the Director, Head of Service Sales, and other internal teams to align operations with commercial goals.
- Track and report on account metrics, analyse data to identify trends, and provide insights for continuous improvement.

What do you bring to the field?

The ideal candidate is experienced and passionate about achieving sales targets and driving business growth and can build key client relationships with a strong focus on customer satisfaction.

Moreover, we foresee that you meet several of the qualifications set out below:

- Solid understanding of Biomass and Waste to Energy industries.
- Demonstrable experience in account management, sales, or a related role within the engineering, services, or related industry.
- Strong analytical and problem-solving skills, with the ability to analyse data and use this to make informed decisions
- Personal impact and assertiveness with people at all levels and within all functions
- Good communication and interpersonal skills, with the ability to effectively collaborate across departments and with clients.
- You have an educational background such as bachelor's degree in business, engineering, or a related field. Master's degree is a plus.

What do we offer?

We offer a key position with great colleagues and the possibility to bring your skills into play and growth on a personal level. Whilst working as a Key Account Manager at BWSC we offer a competitive starting salary and a great total reward package including:

- Health Care Cash Plan (after successful completion of probationary period)
- Private Medical Insurance (after successful completion of probationary period)
- Employee Assistance Programme
- Salary Exchange Pension contributions
- Fixed employer Pension contribution of 6%
- Contractual sick pay
- 34 days annual leave (inclusive of the statutory Bank Holidays) with the addition of 1 extra days annual leave for every 5 years of service
- Life Assurance cover at 3 x salary
- Enhanced maternity/paternity pay

- Access to a salary sacrifice EV/Hybrid car scheme (after successful completion of probationary period)
- Opportunity to earn an annual bonus (depending on business performance)

This role is a full-time role contracted for 40 hours per week.

National travel will be a requirement of the role and some occasional and ad-hoc international travel may be required.

We look forward to hearing from you

For consideration for this position please apply submitting a CV, providing a brief summary of suitability and an indication of current or desired salary package.

You must have the right to work in the UK in order to apply.

The closing date for applications will be Friday 29th May 2026, however, we will conduct interviews on an ongoing basis, so please send your application today.

If you have any questions or need further information, please contact Lars Munk Lundin, Director, Head of Service Sales on lglu@bwsc.dk or Ami Jones, UK Group HR Manager on amjon@bwsc.dk.

BWSC no longer receive or handle applications received via email due to the directives of the GDPR. In order 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 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.