

Proposal Manager to the Energy Industry – Electrical Engineer with a Commercial Mindset

Are you motivated by using your engineering expertise and commercial insight to create proposals that win large-scale power plant and energy solution projects worldwide?

At BWSC, we are looking for a **Proposal Manager** who thrives in a collaborative, cross-functional environment. You will work closely with technical teams, commercial colleagues, and international partners to gather insights, structure content, and ensure that every proposal meets customer needs and aligns with our strategic goals.

This is a role for someone who enjoys seeing the impact of their work, contributing directly to projects that shape the future of power generation, without holding formal leadership responsibilities. If you are analytical, detail-oriented, and motivated by creating high-quality proposals, this is the opportunity to make a tangible difference in a global company at the forefront of energy solutions.

BWSC – Ever better energy!

Join us in our mission to build a world of ever better energy and make a meaningful impact on the future of power generation.

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 advanced energy solutions – from engine- and boiler-based technologies to Power-to-X, energy storage, and carbon capture.

By working closely with OEMs and partners worldwide, we develop and deliver innovative solutions that combine reliability, sustainability, and efficiency. Our commitment to customer success, excellence, and innovation sets us apart in the industry.

The position

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.

Qualifications

You hold a degree in 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 essential that you possess a proactive approach, so that running tasks 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 great canteen, fitness facilities, and an active Staff Club contributing to various types of events and activities. Our headquarters is located in Allerød, near the train station, and only a 30-minute ride from the centre of Copenhagen.

We look forward to hearing from you

We will review applications and proceed with relevant candidates on an ongoing basis. Please, apply as soon as possible – and **no later than January 18, 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 by email in compliance with GDPR regulations.

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.