

Proposal Manager, Service Sales, UK

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 Boiler-based power plants. 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 analyse 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 standardised 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 Boiler 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?

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 Proposals 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)

We look forward to hearing from you

You apply by following below link.

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 22nd 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 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.