

Director, Head of O&M Sales and Proposal

Are you a dynamic and experienced leader with a passion for driving growth in the renewable energy sector? Do you have a proven track record of building high-performing teams and exceeding sales targets? Join BWSC as our Director, Head of O&M Sales and Proposals, and lead the charge in shaping the future of power plant operation and maintenance!

BWSC – Ever better energy!

Join us in our mission in building a world of sustainable energy and make 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.

What will you do?

As Director, Head of O&M Sales and Proposals, you will be responsible for leading and overseeing the O&M sales area, ensuring effective strategies are implemented to drive profitable revenue growth and client satisfaction. You will lead a team of Business Development Managers, Proposal Managers, and Proposal Specialists, fostering a high-performance culture and driving collaboration across departments.

Your key responsibilities will include:

- Developing and implementing a cohesive O&M sales strategy in line with commercial objectives.
- Leading and managing the O&M sales and proposal team, fostering a high-performance culture.
- Cultivating and strengthening relationships with existing and prospect clients at all levels.
- Driving the identification and pursuit of new business opportunities to broaden the company's O&M portfolio.
- Collaborating with cross-functional teams to ensure seamless customer journeys.
- Implementing and analyzing key performance indicators (KPIs) to evaluate the effectiveness of O&M commercial strategies.
- Ensuring an optimum balance of business development and contract management skills within the team.
- Developing modern tools on pricing and proposal management.
- Driving and supporting a culture where collaboration, accountability, and integrity are paramount.

What do you bring to the field?

We are looking for a dynamic and results-oriented leader with a strong background in O&M sales and a passion for renewable energy.

The ideal candidate has:

- Strong strategic planning and execution skills with a focus on profitable revenue growth.
- Proven ability to lead and motivate a high-performing sales team.
- Excellent communication skills, with the ability to effectively collaborate across departments and with clients. Able to adapt communication style to different audiences and situations, and skilled at influencing and negotiating with both internal and external stakeholders.
- Demonstrated strong interpersonal skills by building trust, resolving conflicts constructively, and fostering a collaborative environment.
- A growth mindset, embraces change, seeks feedback, and is continuously looking for ways to improve both personal and team performance. Encourages innovation, learning, and adaptability within the team, and is open to new ideas and approaches.

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 an exciting position in a dynamic, skilled, and collaborative work environment. Further we promote opportunities for professional development and growth.

We have a good canteen, fitness facilities, and an active Staff Club contributing with various types of events and activities. Our HQ is placed in Allerød, near the train station and only a 30 min ride from centre of Copenhagen.

We look forward to hearing from you

We will review applications and proceed with relevant candidates on an ongoing basis, so please make sure to apply as soon as possible – and no later than 27 June 2025. We look forward to receiving your application.

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.

Get to know us even better at our website, www.bwsc.com, where you can learn more about our projects, our strategy and what we want to achieve at BWSC.

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