

Business Development Manager – Scandinavia, Greenland, Faroe Islands & Iceland

Drive sustainable service growth across the Nordic region and beyond!

Are you motivated by building strong customer relationships and identifying new business opportunities within the energy and power generation sector? Do you thrive in a role where you combine technical insight with commercial drive and want to play a key role in strengthening BWSC's presence across Scandinavia and the North Atlantic region? Then this could be your next career opportunity.

BWSC – Ever better energy!

Join us in our mission in building a world of sustainable energy and making a meaningful impact on the world of power generation and energy conversion.

BWSC is a leading player in the power generation industry, specializing in building engine power plants, being a service provider. We are at the forefront of sustainable energy solutions, working closely with Original Equipment Manufacturers (OEMs) to develop and construct cutting-edge facilities. Our commitment to excellence, innovation, and environmental stewardship sets us apart in the industry.

The position

As Business Development Manager, you will be responsible for driving sales activities and service business development across Scandinavia, Greenland, the Faroe Islands, and Iceland.

You will act as a key commercial interface to our customers, identifying opportunities and converting them into successful service sales.

Your key responsibilities will include:

- Identifying and developing service business opportunities within your region.
- Building and maintaining strong relationships with customers, partners, and stakeholders.
- Preparing regional and customer-specific sales strategies.
- Developing and delivering technical and commercial proposals for service projects, including overhauls, upgrades, retrofit solutions, and long-term service agreements.
- Driving the sales process from lead generation to contract closure in close collaboration with our proposal team and technical, legal, and project management specialists.
- Following up on proposals and ensuring high customer satisfaction throughout the sales cycle.
- Contributing to the development of innovative service offerings supporting the green energy transition

What do you bring to the field

- Solid technical foundation/education within mechanical, electrical, marine engineering or equivalent combined with practical experience from industrial or power plant environments.
- Proven experience from the power generation sector or related industries (e.g., EPC, service, or energy solutions), including knowledge of automated plant systems and installations.
- Strong commercial mindset with a track record in technical sales and experience in development of complex service proposals.
- Ability to navigate and drive end-to-end sales processes in an international and matrix-driven organization.
- Excellent stakeholder management, communication, and negotiation skills, combined with a collaborative and customer-oriented mindset.
- Fluent in English (written and spoken); Scandinavian or additional languages are considered an advantage.
- Structured, proactive, and self-driven, with strong IT skills and the ability to operate effectively both independently and as part of a team.

Travel

You should expect regular travel activity within Scandinavia and the North Atlantic region as part of the role.

The travel activities are estimated to be up to 70 days per year.

Traveling outside of Scandinavia and the North Atlantic region can occur as part of the position.

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

You apply by following below link.

We will review applications and proceed with relevant candidates on an ongoing basis with a final deadline of 14th June 2026.

We look forward to receiving your application, if you have any questions regarding the position, please do not hesitate to contact Director, Head of Service Sales Lars Lundin at LGLU@bwsc.dk or Business

Development Manager Steen Hviid at STH@bwsc.dk.

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 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.