

# Business Development/Contract Manager to our O&M sales department

## Business Development/Contract Manager to our O&M sales department

Does sustainable energy trigger your interest? Do you want to play a key role in pipeline creation and bringing contracts over the line? Then you could be the right candidate!

Burmeister & Wain Scandinavian Contractor (BWSC) is a world-leading operation and maintenance provider to medium and large-scale energy plants. The plant technologies include not only hybrid, biomass, and waste-to-energy plants, but also Green Energy Solutions such as Hydrogen & e-Fuels (Power-to-X), biogas etc.

We are experiencing a growth in the O&M contract sale and consequently, we are looking for a new business-oriented Business Development/Contract Manager to start as soon as possible. Whether your expertise lies in business development or contract management, we are equally eager to hear from you.

## 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.

## The position

We sell long-term O&M contracts for energy plants, where we undertake the full operation and maintenance of the plant on behalf of the owner, and we are looking for a candidate who is familiar with technical, contractual, and commercial processes who can negotiate at a high level in an international environment with multiple stakeholders.

The right candidate shall be able to identify and bring opportunities from leads to final contract.

This being a long-term cycle, sometimes years, where a strategic approach is a must, while working with the client developing the most suitable and efficient solutions.

Responsibilities includes:

- Pipeline creation and stakeholder management
- Preparation of proposals for long-term O&M contracts
- Preparing contract documents and lead negotiations
- Developing new, innovative, and competitive O&M concepts
- Preparing marketing material, market intelligence and supplier relations specific to projects and country

## Qualifications

You hold a commercial degree with interest for technical sales of complex solutions. Alternatively, you hold a degree in marine, mechanical or electrical engineering (or similar) as well as commercial education and experience. Ideally, you have experience from the power industry within biomass, waste to energy, hybrid plants or other relevant industries.

In addition, you have:

- Flair and experience with proposals and sales of complex technical and commercial solutions
- Relevant experience in negotiation and or management of complex legal and commercial contracts
- Independent and committed approach and can offer loyal customer service at top management level
- Systematic approach with the ability to focus in a dynamic environment
- Strong verbal and written communication skills within business English

(other languages such as French and Spanish are considered an asset as well)

You should expect 25-40 travel days a year, but still with permanent workplace in Allerød.

## 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, so please make sure to apply as soon as possible – and no later than 30 June 2024. We look forward to receiving your application, if you have any questions regarding the position, please do not hesitate to contact Director, O&M Sales Søren Hougaard at [SHA@bwsc.dk](mailto:SHA@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](http://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.*