

EPC Sales Manager

Drive business development and secure major EPC projects in the global energy sector.

BWSC – Ever better energy!

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

BWSC is a leading player in the power generation industry, specializing in the service, operation, and maintenance solutions for power plants and we build Engine based heat and/or power plants as a turnkey EPC contractor. We are at the forefront of sustainable energy solutions, working closely with customers and partners to develop and deliver energy infrastructure projects across the globe. Our commitment to excellence, innovation, and environmental stewardship sets us apart in the industry.

The position

As EPC Sales Manager, you will play a key role in identifying, developing, and securing EPC and O&M opportunities within selected markets. Reporting directly to the Head of Service Sales, you will be responsible for driving the commercial process from lead generation and project development through tendering, negotiation, and contract award. You will collaborate closely with customers, suppliers, proposal teams, technical specialists, legal advisors, and senior stakeholders across the organization to ensure successful project pursuits and profitable business growth.

Your key responsibilities will include:

- Developing and maintaining strong relationships with customers, partners, and suppliers.
- Identifying, evaluating, and progressing EPC and O&M opportunities in selected markets.
- Leading bid and proposal activities, including project strategy and commercial positioning.
- Coordinating cross-functional teams to deliver high-quality, competitive proposals.
- Managing commercial, contractual, and financial aspects in collaboration with internal stakeholders.
- Converting opportunities into awarded projects and ensuring a smooth handover to project execution.
- Contributing to the development and growth of BWSC's Commercial organization

You should expect regular travel activity as part of the role.

What do you bring to the field

We are looking for a commercially driven and internationally minded professional who thrives in a dynamic environment and enjoys building relationships while delivering business results.

To succeed in this role, we believe you bring the following qualifications and experience:

- A relevant engineering and financial education at BSc level or higher.
- A proven track record in developing, bidding, and securing EPC projects.
- Strong commercial understanding combined with technical insight into complex projects.
- Experience working with customers and stakeholders in international markets.
- Demonstrated ability to identify opportunities and convert them into successful business outcomes.
- Excellent analytical and strategic skills with the ability to transform opportunities into profitable business.
- Strong communication, negotiation, and stakeholder management capabilities.

- Experience working successfully across cultures and in cross-functional teams.
- A proactive and result-oriented mindset with a strong commercial drive.
- Professional proficiency in English, both written and spoken

What do we offer?

By joining BWSC, you will have the opportunity to contribute to meaningful projects supporting the global energy transition. We offer an exciting and influential position in a dynamic, professional, and collaborative international environment where commercial excellence and innovation are highly valued

In addition, we offer:

- Opportunities for professional and personal development.
- Exposure to large international energy projects and customers.
- Collaboration with highly skilled colleagues across multiple disciplines.
- An ambitious and supportive work culture focused on delivering value to customers.
- A comprehensive benefits package including canteen facilities, fitness facilities, and an active Staff Club.

We look forward to hearing from you

You apply by following below link.

We review applications and invite relevant candidates for interviews on an ongoing basis, so please apply as soon as possible and **no later than September 13th, 2026**.

We look forward to receiving your application. If you have any questions about the position, please contact Head of Service Sales Lars Munk Lundin at Iglu@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 an engineering and energy solutions company with headquarters in Allerød, Denmark. For more than four decades, we have delivered power generation and energy infrastructure projects around the world, building a strong reputation as a trusted partner within engineering, construction, operation and maintenance of energy assets.

Today, BWSC supports customers across Europe, Africa, Asia, and the Caribbean with solutions spanning power plant services, long-term operation and maintenance, plant upgrades, performance optimization, technical consultancy, and energy transition projects. At BWSC, we combine Danish engineering expertise with a strong international platform and a commitment to delivering reliable, efficient, and commercially attractive energy solutions.

As part of our strategic development, BWSC is strengthening its position within conventional and distributed power generation while continuing to pursue opportunities within the energy transition. This creates exciting opportunities for talented professionals who want to help shape the future growth of an international energy company with deep

technical expertise and strong customer relationships.

Our people are at the core of everything we do and key to building strong relationships with our customers. We invest in our people and their wellbeing, supporting professional development and creating an environment where collaboration, knowledge sharing, and personal growth drive our continued success and growth as a company.