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 to power the world with reliable, efficient energy, and help shape the future of power generation.

BWSC is re-establishing our footprint in the EPC market for engine-based power plants, building on a long track record as a turnkey EPC contractor for customers around the world. Working closely with customers and partners, we take projects from concept to commissioning, delivering reliable energy infrastructure where it is needed most. Our expertise in service, operation, and maintenance means we understand every stage of a plant's lifecycle, and that knowledge goes into every project we build.

Our commitment to excellence, innovation, and environmental stewardship is what sets us apart.

The position

As our new EPC Sales Manager, you will drive new businesses by identifying, developing, and winning EPC opportunities in selected markets. Reporting directly to the Director of EPC Sales, you will own the full commercial process, from early lead generation and project development through tendering and negotiation to contract award. You will be the commercial link between customers, suppliers, and our internal experts, working closely with proposal teams, technical specialists, legal advisors, and senior management to shape winning bids and secure profitable 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?

At BWSC, you will play a central role in securing and delivering power projects that make a real difference to communities and industries around the world. You will take ownership of major EPC projects from the earliest stage to contract award, with the trust and mandate to shape how deals come together.

You will join an experienced, international team where knowledge is shared openly and collaboration across disciplines is part of everyday work. You will work closely with senior management and specialists in engineering, proposals, and legal, giving you broad exposure and a direct influence on our commercial direction.

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.

Applications will be reviewed on an ongoing basis, and the search will close once the right candidate has been identified.

We look forward to receiving your application. If you have any questions about the position, please contact Director Zaid Younis at zayo@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.