

# Business Development Manager, O&M

Burmeister & Wain Scandinavian Contractor (BWSC) is a world-leading player in the power generation industry, specializing in the service, operations, and maintenance of 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. BWSC operates globally with activities in over 70 countries.

In the BWSC Commercial organization, the O&M (Operations & Maintenance) Sales team is focused on selling long-term O&M contracts for energy plants, undertaking the full operation and maintenance of the plant on behalf of the owner, for multiple years and often in renewed cycles.

BWSC is successfully operating power plants across Europe, UK, Africa, Japan for biomass, green hydrogen, diesel, and is experiencing growth of business especially on green energy.

To grasp these exciting opportunities and underpin BWSC development, the team is now looking to hire a new Business Development Manager for O&M.

## Key responsibilities and tasks

The Business Development Manager will be selling long-term O&M contracts for energy plants, where BWSC will be undertaking the full operation and maintenance of the plant on behalf of the owner. For success in this role, BWSC is looking for a candidate who is familiar with technical, contractual, and commercial processes and can negotiate at a high level in an international environment and with multiple stakeholders.

The role reports to the Director of O&M Sales.

Key responsibilities include:

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

## Key experience and capabilities

As a successful candidate, you will be able to identify and bring opportunities from leads to final contract. With O&M sales being a long-term cycle, you will adopt a strategic approach while working with the client developing the most suitable and efficient solutions.

You will bring experience in, and be motivated by, the following elements:

- A commercial degree with experience in technical sales of complex solutions; alternatively, advanced degree in Mechanical, Electrical, Marine engineering or similar, with commercial experience
- 5+ years of experience in sales or contract management, ideally for O&M solutions
- Track record in handling complex legal & commercial contracts, managing long processes
- Ability and drive to own and manage complex sales cycles with solid technical understanding and negotiation skills
- Solution-oriented, with the ability to listen to, manage and advise external stakeholders, coordinating the action of internal teams in parallel
- International mindset and ability to work, negotiate and execute across cultures and organisations
- Strong written and verbal communication skills in English.

## Joining BWSC

BWSC is at the forefront of sustainable energy solutions, working closely with Original Equipment Manufacturers (OEMs) to develop and construct cutting-edge power-to-x facilities. BWSC helps 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, working in Europe and beyond to tackle energy storage, carbon capture, Power-to-X and related energy transition challenges.

Commitment to excellence, innovation, and environmental stewardship set BWSC apart in the industry.

- With strong legacy in the market, BWSC is on a mission in building a world of sustainable energy and make a meaningful impact on the world of power generation and energy conversion
- By joining BWSC, you will get the chance to impact and contribute to meaningful projects that

promote sustainability and environmental responsibility, joining skilled teams and accessing top notch and continuously developing technical solutions

- The role is offering opportunities to work with relevant clients, together with experienced and collaborative teams, and at a truly international level
- BWSC offers a dynamic, skilled, and collaborative work environment with a sense of closeness across teams. Employees are encouraged to and given opportunities to develop and grow.

**How to apply**

The position is applied for via Mercuri Urval on this website

[Business Development Manager - Mercuri Urval](#)

Please follow the link to apply, and don't use the apply button!