

# Head of Proposal & Sales Support for Service Projects

This role is not just about proposals; it's about shaping the narrative of our services projects, fostering collaboration, and contributing to the growth of a dynamic and forward-thinking organization. If you are a dynamic leader with a passion for driving the craft of winning service projects, we want to hear from you!

## **BWSC – Ever better energy!**

Join us in our mission in providing Ever Better Energy. We want to make a meaningful impact in the world of power generation through ensuring stable power to people in need while improving the environmental impact per MW produced.

BWSC is a leading player in the power generation industry, specializing in the construction, service, operations and maintenance of power plants. Our primary focus is engine and boiler-based power plants, but we are also involved in other technologies such as energy from heat recovery and geothermal, PtX and carbon capture. Our focus markets are industrialized islands e.g. in the Caribbean, northern Europe as well as selected countries in Africa.

## **The position**

As Head of Proposal & Sales Support for Service Projects, you will be one of the cornerstones in our commercial function, responsible for leading the proposal development and sales support for service projects. Service projects will vary in scope and size but will incl. a certain complexity and often involve supply and installation of equipment either based on our own engineering or based on our customers' requirements.

Whereas our sales managers are responsible for generating new opportunities and closing orders it is important that you bring a customer-focused mindset into the role and ensure that your team are active in following the opportunity all the way to an order here under involves directly with our customers to fully understand their requirements to align our proposal.

To be successful in making proposals and sales support you will be required to engage with broader organizations such as Service Operations, Supply Chain and Engineering and align their deliveries to build a quality proposal. It will be your responsibility to balance the resources allocation into a proposal with the need for accuracy to make a competitive proposal which can be executed within the budget afterward.

Your team consists of 10 employees, and the position will be reporting to the Chief Commercial Officer.

### Further your key responsibilities will be:

- Lead a high-performing team, ensuring proposals resonate with customers and set us apart in the industry.
- Drive seamless collaboration with cross-functional teams to integrate proposal efforts.
- Contribute to the creation of service projects proposals, ensuring they meet customer needs and adhere to quality standards.
- Oversee the end-to-end proposal development process, from conceptualization to final submission.
- Provide visionary leadership to a team of proposal professionals, fostering a collaborative, high-performance and innovative work environment.

## **Qualifications**

The ideal candidate is experienced and passionate about leading and driving proposal work and sales support, takes initiative and can lead and motivate a team in a fast-paced, dynamic environment.

We are looking for you, who have strong leadership and team management skills, empowering the team to contribute effectively to the commercial function's goals.

Moreover, we foresee that you have several of the below:

- Bachelor's degree in a relevant field; advanced degree preferred.
- Minimum of 5 years of experience in proposal management, with experience in a leadership role within the engineering or related industry.
- Proven track record of developing successful service project proposals.
- Strong leadership and team management skills.
- Personal impact and assertiveness with people at all levels and within all functions.
- Excellent written and verbal communication skills.
- Ability to analyze market trends and apply insights to proposal strategies.

### **What do we offer?**

By joining BWSC you get the chance to impact and contribute to meaningful projects that promote energy security and environmental responsibility. We offer an exciting Leadership position in a dynamic, skilled, and collaborative work environment. Further we promote opportunities for professional development and growth.

We have a great 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**

We look forward to receiving your application. If you have any questions regarding the position, please do not hesitate to contact HR Business Partner, **Mie Lena Jensen** at [mlje@bwsc.dk](mailto:mlje@bwsc.dk).

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 10th of April 2026**.

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 EPC, Operation & Maintenance and technical service provider with engineering expertise, enabling power plant owners to deliver cleaner and affordable energy. We are experts in constructing, 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.*

*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.*