

Senior Solutions Engineer

Are you motivated by working with technical solutions in a broader business context? Do you enjoy connecting people, identifying operational needs, and helping shape strong customer solutions together with Sales? Then you might be our new colleague.

Your position

As a Senior Solution Engineer in the BoP support team, you will play a central role in supporting the commercial organization with technical insight, business understanding, and operational awareness. Rather than being a deep technical specialist within one discipline, you are a strong technical generalist who understands how different technical and operational elements come together to create value for the customer.

You will act as the key interface between Sales, Tender, and Operations, ensuring that customer needs, operational capabilities, and commercial priorities are connected and translated into realistic and competitive solutions.

A key part of the role is understanding what happens in the field and maintaining a close connection to the operational organization. You are naturally curious about how things work in practice and use feedback from technicians, project teams, and operational stakeholders to continuously improve our service offerings and solution approaches. You will support sales activities by providing technical context and helping clarify customer needs, solution possibilities, operational implications, and commercial opportunities. In many cases, your value lies not in being the deepest technical expert in the room — but in understanding the full picture and asking the right questions across disciplines.

At Semco Maritime, safety is a core value, and in this role, you will contribute to maintaining and strengthening a strong safety culture while supporting pragmatic and value-adding service solutions that contribute to the global energy transition. Your place of work will be at our Global HQ in Esbjerg – the heart of the Danish energy industry, right on the waterfront. The position is full-time, and limited travel can be expected.

Your tasks & responsibilities

- Supporting the sales organization with technical and operational understanding
- Providing cost input to the Sales team to support pricing and commercial decisions
- Translating customer needs into realistic and commercially attractive solution concepts
- Gathering and aligning input from operational and technical stakeholders
- Supporting development of service concepts, modifications, and improvement initiatives
- Assisting in scope clarification, risk understanding, and solution maturation during tender phases
- Coordinating feedback from stakeholders to strengthen solution quality and execution readiness
- Supporting continuous improvement of internal collaboration and solution development processes

Your profile & qualifications

We imagine that you have a technical or engineering background and a practical, commercially oriented mindset. You are comfortable connecting technical discussions, operational realities, and customer needs across functions.

To succeed in this role, you likely have:

- A technical or engineering background such as Marine Engineer, Electrical Installer or similar
- Around 5 years of relevant experience from the offshore, energy, or industrial sector
- Experience working as Product Manager, Project Manager for internal projects, Package Manager, or in a similar coordinating technical role
- The ability to balance technical details with commercial and operational perspectives
- Strong stakeholder management and communication skills
- A structured and proactive approach to collaboration and problem-solving
- The ability to build relationships across sales, operations, and technical teams
- Strong English communication skills, both written and spoken

Welcome to Semco Maritime

At Semco Maritime, we create change. For people. For projects. And for the global energy sector. You will become part of a global organization of more than 2,500 dedicated specialists who work together to turn ambitious energy goals into practical, executable solutions. We focus not only on *why* the energy transition matters — but on *how* to make it happen.

Safety is at the core of everything we do, and we are committed to protecting our people, partners,

and the planet while delivering reliable and innovative energy solutions.
Working with us will change the energy sector — and quite possibly change you too.

**Care to join the movement?
Change. With us.**