

(Senior) Solution Engineer, WTG Services (f/m/d)

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 (Senior) Solution Engineer (f/m/d) in the Wind Turbine Generator Operations team, you will play a central role in supporting the commercial organization with operational insight, business understanding, and technical awareness. Rather than being a deep technical specialist within one discipline, you are a strong technical and operational generalist who understands how different technical and operational elements come together to create value for the customer in the offshore wind world. 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 operational context and helping clarify customer needs, solution possibilities, technical implications, and commercial opportunities. In many cases, your value lies not in being the deepest operational 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 can be at **our Global HQ in Esbjerg** – the heart of the Danish energy industry, right on the waterfront, or in **our lovely office space in Hamburg, Germany**, right at the pulse of most of our customers or in **Emden, Lower Saxony at one of our major facilities**. The position is full-time, and limited travel can be expected.

Your tasks & responsibilities will include but are not limited to

- Supporting the sales organization with operational, technical and commercial insight
- Providing cost input to the Sales team to enable pricing and commercial decisions
- Translating customer needs into realistic and commercially attractive solution concepts
- Gathering, structuring and aligning input from operational and technical stakeholders as well as existing sites
- Supporting the development of service concepts, maintenance strategies, modifications, and continuous improvement initiatives
- Assisting in scope clarification, assumption setting, and solution maturation during tender phases
- Identifying and assessing operational risks, constraints, and dependencies, and ensuring transparency towards stakeholders
- Coordinating feedback from stakeholders to strengthen solution quality and execution readiness
- Contributing to the continuous improvement of internal collaboration and solution development processes, tools, and templates
- Analysing operational performance, pain points, and recurring issues to improve service concepts and delivery models based on lessons-learned material

Your profile & qualifications

We are looking for a communicative, practical and solution-oriented person with a technical or operational background and a commercially oriented mindset. You are comfortable connecting operational discussions, technical realities, and customer needs across functions.

To succeed in this role, we imagine that you have:

- A technical or operational background such as an Operational Support Manager or former Offshore Site Manager or experience working as a Package Manager or a Proposal Manager in Wind Offshore, or in a similar coordinating operational role

- Around 10 years of relevant experience within the offshore wind, energy, or industrial sector
- 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
- Ability to build relationships across sales, engineering, and technical teams
- Strong English communication skills, both written and spoken
- German communication skills are a bonus

Welcome to Semco Maritime

At Semco Maritime, we create change. For people. For projects. And for the global energy sector. With us, you will join a community of over 2,300 of the most dedicated thinkers and doers in the energy industry who are driving real change and making their own personal mark on the global energy landscape.

While everyone knows *why* the energy transition is vital, we are concerned with the journey. *How* to get there. By providing the answers needed to make change real. Because we believe that global energy ambitions can only be realized through hard work and clever pragmatic solutions. This is what we do. This is what we invite you to participate in.

Safety is at the core of everything we do, and we are committed to protecting our people, partners, and the planet as we work towards a sustainable energy future.

So yes, working for us will change the energy sector – and may well change you too.

Care to join the movement?

Change. With us.