

Senior Tender Manager – Rig & Offshore Marine

Deadline:
25-08-2026

Are you eager to combine your technical skills with your commercial mindset? Do you thrive on leading complex tender processes, creating structure across teams, and driving strategic initiatives in a dynamic and international company? Then this great opportunity might be the right match for you!

Your position

In our Rig & Offshore Marine division, we are looking for a structured and skilled leading Senior Tender Manager who can create alignment across teams and ensure successful execution of strategic tender activities. This position offers a wide range of exciting challenges within yard stays, engineering and modification projects on drilling rigs and special vessels worldwide.

You will be part of the Rig & Offshore Marine department, consisting of 175 colleagues working locally and globally on projects across the division, reporting to Vice President, Espen Thomassen.

At Semco Maritime, safety is a core value, and in this role, you will contribute to maintaining and promoting a strong safety culture while delivering innovative solutions.

Above all, your work will make a real difference to the global energy sector.

Your place of work will be at our Global HQ in Esbjerg, Denmark. The position is full-time, and you can expect to travel up to 50 days per year.

Your tasks and responsibilities

You will be responsible for developing and driving the global tender function within Rig & Offshore Marine while ensuring successful execution of strategic bids. In the role, it is important to create alignment across teams, share knowledge and continuously improve the way we work with tenders globally.

You will be overall responsible for the tender process and have leadership of the tender team while actively participating in selected tenders and business-critical opportunities.

Your tasks will include, but are not limited to:

- Owning and developing the global tender process across Rig & Offshore Marine.
- Leading and coordinating the tender team across Denmark and Norway.
- Acting as a hands-on lead for the global tender function.
- Leading and coordinating bid teams across regions.
- Driving strategic tenders and commercial opportunities.
- Ensuring alignment of commercial, technical and contractual matters.
- Supporting client engagement and business development.

Your qualifications and skills

You enjoy interacting with people at all levels and are passionate about enabling teams to succeed together. You are a natural leader with a structured approach and a strong ability to create overview in complex processes. You thrive in a role where you combine operational execution with strategic leadership.

To succeed in this position, we expect that you have:

- Relevant education within Engineering, Marine Engineering, Service Engineering or similar.
- Significant experience within tender management, bid management or related commercial roles.
- Experience leading teams or coordinating functions across locations.
- Strong project management and stakeholder management skills.
- Experience with large-scale commercial and technical tenders.
- Knowledge of contracts and commercial negotiations.
- A structured and proactive approach combined with strong communication skills.

Contact data:
Espen Thomassen

Location:
Denmark , DK - Esbjerg

- Comfortable with written and spoken English.

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.

We know that our people are our greatest strength. We strive to build an inclusive workplace where everyone can be themselves, contribute their perspectives, and feel part of the team. We welcome applicants from all backgrounds and believe that diverse teams help us find better solutions and move the energy transition forward.

Care to join the movement?

Change. With us.