

Senior Tender Manager, Energy Projects

Do you want to be at the forefront of shaping the future energy industry? Are you eager to leverage your technical skills, your commercial mindset and gradually take on a broader leadership role in making strategic decisions, building impactful partnerships and leading, motivating and scaling a strong tender team that delivers winning bids? Then join us as our new Senior Tender Manager!

Your position

At Semco Maritime, we are looking for an outgoing and skilled Senior Tender Manager for PtX, Carbon Capture and Oil & Gas Division. The primary focus of this role is on large onshore EPC projects, which are crucial to our operations. The successful candidate will also have the opportunity to work on smaller projects and contribute to some Oil & Gas assignments. In addition to leading complex tenders, this role offers a long-term opportunity to contribute to the further development of our tender organisation and people. We are looking for a profile who is either motivated to grow into a leadership role over time or who already has leadership experience and wants to be part of shaping best practices, processes, and capabilities within the tender department.

Our division handles a wide variety of projects and services, including maintenance and modifications projects, integrated services, and supplying talented manpower. We recognize the immense potential of the Power-to-X and Carbon Capture sectors and have made it a key focus in our division for future growth.

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 change for the global energy sector.

Your place of work will be at our Global HQ located in Esbjerg right at the waterfront. The position is full-time, and there are no mandatory travel days. Customer meetings may take place outside of DK and you will have the opportunity to participate in these, in which case you may have 10-30 travel days annually.

"Step into a role where your expertise shapes real-world solutions and drives meaningful advancements in the energy sector, working collaboratively to make a difference." - Caroline Thygesen, Director, Tender

Your tasks & responsibilities

As a Senior Tender Manager, you will have the opportunity to work on large-scale energy infrastructure projects and Power-to-X and Carbon Capture initiatives. You will be working closely with the Manager of our Transitional Energies Tender team, engaging in strategic decision-making, forging partnerships, and ensuring the delivery of high-quality offers to our valued clients.

Your tasks will include but are not limited to:

- Lead and manage extensive EPC tenders, overseeing all phases from receipt of bid material through to contract signing.
- Communicating and coordinating with all stakeholders across the entire tender process including negotiations and clarifications
- Being overall responsible for the tender calculation
- Identifying and incorporating risks and opportunities in the tender
- Compiling and structuring tender material including technical configurations
- Providing support on commercial and legal issues
- Supporting and adhering to health, safety, and environmental standards, in all activities

Your profile & qualifications

For this position, it is preferred that you have a technical background as well as an in-depth commercial profile. Most importantly, you are structured and analytical in your approach to your work and have experience tendering large EPCs. Furthermore, you have commercial insight that allows you to analyse and create the best solutions with a high degree of professionalism.

You are motivated by taking responsibility beyond your own tenders and have a clear ambition to grow into a leadership role, where you can help develop both people and processes within a professional tender environment.

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

- Solid experience from a similar position
- Previous experience with EPCs
- Great communication skills in written and verbal English
- A strong interest in contributing to the development of the tender organisation through knowledge sharing, process improvements and the development of tender competencies across the team
- Preferred: Engineering and/or technical background

- Preferred: Hands on project execution experience

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.