

# Tender Manager

*Are you eager to combine your technical skills with your commercial mindset? Do you thrive with conducting innovative solutions, and to be challenged in a dynamic and international company? Then this great opportunity might be the right match for you!*

## Your position

In Rig & Offshore Marine division we are looking for a structured and skilled Tender Manager, who can ensure focus on tasks in a team, to reach the target of delivering a fantastic project to our clients. A pivotal back-office position where you will support our commercial team by providing strategic bidding and project coordination on a lot of interesting challenges within yard stays, modification projects on drilling rigs and special vessels. You will be part of the Rig & Offshore Marine department with 150 colleagues working locally and globally on projects in our division reporting to Vice President, Commercial, 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 change for the global energy sector.

Your place of work will be at our shipyard at Hanøytangen / Bergen, Norway. The position is full-time, and you can expect to travel 50 days per year.

## Your tasks and responsibilities

You will be responsible to execute new ideas, deliver solutions and identify and involve business stakeholders. In the role, it is important to share and communicate knowledge and innovation. You will be overall responsible for bidding and coordination of yard stay projects, and of larger modification and service projects when requested. You will also ensure updating of prospects and leads.

Your tasks will include but are not limited to:

- Ensuring use of global standardized procedure for quoting
- Establish a bid team and coordinate this to ensure the project is on time and on budget
- Preparing bids for large scale projects
- Ensuring that all commercial and technical issues are being handled
- Coordinating legal aspects with the contract manager
- Participating in clarification meetings with clients
- Present tender bid to the board

## Your qualifications and skills

You enjoy interacting with people at all levels, and love getting the bid team to succeed together. You have a structured approach and are eager to get details on point. To be innovative, adaptable and collaborating is a given for you. You are independent and enjoy having responsibility. You are motivated by a busy and exciting working day, where tasks are conducted with a smile on your face.

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

- Relevant education ie within Marine Engineering, Service Engineering etc
- 3-5 years of relevant experience
- Experience as project manager
- Legal knowledge within contracts
- 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 2.500 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.**

For questions regarding this position you may contact Vice President, Commercial, Espen  
Thomassen +47 993 85 404.