

# Sales Engineer

*Are you a technically minded sales professional with a passion for building strong customer relationships and delivering innovative energy solutions? Join Semco Maritime and become part of a dynamic, collaborative team driving success in the global energy sector.*

## **Your position**

As our new Sales Engineer, you will join our Product Sales team, which is responsible for selling components and materials to both internal and external offshore customers worldwide. You will be an important link between our clients, suppliers, and internal departments, ensuring that all sales activities are handled with professionalism, precision, and a strong customer focus.

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, the hub of the Danish energy industry, right on the waterfront – views do not get any better than this. The position is full-time, and you can expect to travel up to 10 days per year.

*"We are a strong team – and we win as a team! In this role, you will work in a collaborative environment with plenty of opportunities to grow professionally."* Senior Manager, Components & After Sales, Jesper Brieuc Bærentsen

## **Your tasks & responsibilities**

In this role, you will be responsible for managing the full sales process for components and materials – from initial customer contact to delivery follow-up. Your key tasks will include:

- Establishing and maintaining day-to-day contact with customers, providing technical support primarily via phone and email
- Managing the tendering process from preparation to submission
- Coordinating with suppliers to ensure timely delivery and execution
- Following up on orders and deliveries to maintain high customer satisfaction
- Collaborating with internal teams to ensure smooth workflows and solutions that meet client needs

## **Your profile & qualifications**

We are looking for a service-minded and results-driven Sales Engineer with either a technical background or a strong interest in technical products. You have a commercial mindset, and you thrive in building relationships, while having excellent communication skills, and can work both independently and in a team.

To succeed in this position, you should have:

- A technical education or relevant experience in technical sales
- Proven ability to build strong customer relationships quickly and effectively
- Strong communication skills in both Danish and English
- Experience with business systems such as SAP (advantageous)
- An outgoing, positive, and proactive mindset
- A structured and reliable approach to work

## **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.**