Senior Sales Manager for Renewables Service

Deadline:
20-11-2026

Contact data:
Helle Brit Brit Juul-Schirmer

Location:
DK - Esbjerg, DK - Copenhagen, DK - Aarhus

Do you have a passion for building strategic customer relationships and turning complex opportunities into long-term business success? Are you motivated by helping accelerate the energy transition through offshore wind solutions? If so, this could be your next career opportunity.
At Semco Maritime, we are looking for an experienced Senior Sales Manager to strengthen our Renewables Service business. You will play a key role in developing strategic sales opportunities, supporting key customer relationships, and securing service contracts for offshore wind assets in selected international markets.

Your position

As our new Senior Sales Manager, you will have end-to-end commercial ownership of strategic sales opportunities within the Renewables Division. Working closely with customers, partners, and internal stakeholders, you will lead the external commercial journey from early opportunity identification and qualification through tender management, contract negotiation, award, and handover to project execution.
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.
You will be accountable for building and converting a strong pipeline of strategic opportunities into profitable contracts while developing long-term relationships with selected key customers. You will shape winning commercial strategies based on customer needs, market dynamics, and Semco's capabilities, and ensure that commercial priorities are aligned across relevant functions.
You will contribute to defining our commercial focus for selected customers and market segments, helping ensure that we invest our efforts where Semco Maritime has the strongest position to win. Your success will be measured by your ability to build strategic customer relationships, develop high-quality pipeline and convert complex opportunities into sustainable and profitable business.
Your place of work will be at our Global HQ located in Esbjerg, our office located in Copenhagen or our future office in Aarhus. The position is full-time, and you can expect to up to 30 travel days per year.

Your tasks & responsibilities

As our new Senior Sales Manager, you will take ownership of strategic sales opportunities throughout the entire commercial lifecycle.
Working closely with customers, partners, and internal stakeholders, you will develop winning strategies, build strong commercial relationships, and identify growth opportunities across existing and new accounts. You will play a central role in shaping account strategies, developing customer-focused value propositions, and ensuring that commercial solutions are aligned with both customer needs and operational capabilities.
In addition, you will represent Semco Maritime in customer interactions and industry forums, contribute valuable market insights, and help strengthen our commercial processes and best practices across the organisation.
Your tasks will include but are not limited to:

- Driving strategic sales opportunities from qualification through contract award and handover.
- Developing and executing winning strategies for key tenders and commercial opportunities.
- Building and maintaining strong relationships with strategic customers and supporting key account development.

•Leading customer negotiations in collaboration with technical, operational, legal, procurement, and finance stakeholders.
•Identifying and pursuing business growth opportunities, including cross-selling, upselling, and framework agreements.
•Ensuring high-quality commercial proposals, risk assessments, and governance approvals.
•Promoting a strong culture of safety, quality, compliance, and integrity in all commercial activities.

Your profile & qualifications

We are looking for a commercially driven professional who thrives in a customer-focused environment and has a proven track record of managing complex sales opportunities - preferably from the wind industry.

To succeed in this role, we imagine that you:

•Have significant experience with complex B2B sales, opportunity and tender management, contract negotiations, and the development of winning strategies for strategic sales opportunities.
•Bring experience from offshore wind, renewable energy, maritime, technical service, or related industries.
•Have a strong understanding of customer decision processes, competitive positioning, value creation, and commercial risk management.
•Have experience with key account management, account planning, and building long-term customer relationships.
•Are comfortable coordinating cross-functional sales and bid activities involving multiple stakeholders.
•Possess strong communication, presentation, and negotiation skills and work in a structured, proactive, and results-oriented manner.
•Communicate fluently in English, both verbally and in writing, and are willing to travel as part of the role.

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.