

Senior Sales Manager, Engineering & Fabrication, Rig & Marine.

Deadline:
31-08-2026

Contact data:
Espen Thomassen

Location:
Denmark , DK - Esbjerg

Are you an experienced and results-driven sales professional with knowledge of engineering, steel structures and fabrication? Do you want to leave your mark on the global energy industry? If so, we want to hear from you!

Your position

As Senior Sales Manager in the Rig & Marine division, you will play a key role in driving sales for our Engineering department and Fabrication business at the Esbjerg yard. Working closely with colleagues across engineering, fabrication, tenders, project management and legal, you will develop solutions that meet customer needs and support our growth ambitions.

Your mission will be to identify and develop attractive business opportunities, build strong customer relationships and position Semco Maritime as a trusted partner for complex engineering and fabrication solutions. The portfolio includes customised steel structures, lifting and installation equipment, vessel and offshore structures, special container and skid solutions, cable storage systems and other purpose-built solutions for the energy and marine sectors.

You will have the opportunity to shape the sales direction of two technically strong business areas and to work with solutions from early concepts and design through fabrication and delivery. Above all, your work will make a real change for the global energy sector.

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 in Esbjerg, the hub of the Danish energy industry, located directly at the waterfront and next to our fabrication facilities. The position is full-time, and you can expect to travel 50 days per year.

Your tasks & responsibilities

As Senior Sales Manager, you will be responsible for developing and converting opportunities across our Engineering and Fabrication portfolio, from initial market engagement and customer dialogue to tender strategy, negotiation and handover.

Your tasks will include but are not limited to:

- Developing and executing sales plans for Engineering and Fabrication in alignment with the division's growth strategy.
- Identifying, qualifying and maturing new business opportunities within energy, offshore wind, marine, infrastructure and related markets.
- Building and maintaining strong relationships with customers, partners and key decision-makers, including proactive customer meetings and follow-up.
- Leading the sales process for proposals and tenders in close collaboration with engineering, fabrication, project management, tender and legal colleagues.
- Supporting and adhering to health, safety and environmental standards in all activities.

Your profile & qualifications

We are looking for an outgoing, professional and solution-oriented sales professional with a passion for technical solutions and long-term customer partnerships. You combine a strong sales mindset with the technical understanding needed to challenge, clarify and translate customer requirements into attractive solutions. With a proactive and structured approach, you thrive in a role involving many internal and external stakeholders.

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

- A strong track record in B2B sales, business development or key account management within engineering, fabrication, offshore, marine, energy or a related industry.
- Solid knowledge of steel structures, fabrication processes and customised technical solutions.
- Experience working with complex tenders, commercial negotiations and cross-functional sales processes.
- A relevant technical or business-related education, combined with the ability to understand drawings, specifications and customer requirements.
- Excellent communication and stakeholder-management skills, as well as fluency in English.

Knowledge of relevant quality, HSE and industry standards for engineering and fabrication will be considered an advantage.

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.