

# Sales Manager

Do you want to play a key role in accelerating the energy transition and driving real change in a fast-growing business area? We are looking for a dynamic Sales Manager to help unlock the full potential of new energy solutions, from conventional power to green innovations like PtX and CCUS – in Denmark and globally.

Are you an experienced and strategic sales professional with a passion for the future of energy?

Then this is your opportunity to leave a lasting impact!

## Your position

In your new role as Sales Manager the Transitional Energies division, you will become a core member of our dedicated Sales Team – a team with ambitious goals and a shared mission: to drive the energy transition forward through strong partnerships, pragmatic solutions, and customer-centric thinking.

This is a high-impact role where you'll work across functions and disciplines to help shape the commercial success of our projects and services – from engineering to maintenance and innovative energy concepts. Above all, your work will contribute to a sustainable future 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 preferably be at our Global HQ located in Esbjerg or at our branch office in Nordhavn in Copenhagen. The position is full-time, and travel must be expected.

*"In this role, you are the key player. You will join an amazing team of colleagues – and you will be working closely with sales and tender colleagues, the legal department, project managers, and engineers"* – Bente Droob, Vice President

## Your tasks & responsibilities

As a Sales Manager, you will be responsible for driving sales within various services in the Transitional Energies sector – covering engineering, projects, service, and maintenance, some as full EPC projects.

Your tasks will include but are not limited to:

- Developing and executing sales strategies in alignment with business goals
- Proactively identifying and pursuing new business opportunities
- Reviewing complex tender material and preparing compelling offers
- Building and maintaining strong client relationships and key accounts
- Supporting and adhering to health, safety, and environmental standards in all activities

## Your profile & qualifications

We are looking for a strategic, driven, and solution-oriented sales professional who is passionate about the energy transformation and making a difference. You thrive in a fast-paced environment, work well across teams, and understand how to turn insight into action.

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

- A strong background in B2B sales and commercial strategy
- Experience in the energy sector, preferably with a network from the green energy industries or technically onshore energy projects.
- A proven track record of customer engagement and contract negotiation
- Fluency in Danish and English, both written and spoken
- Strong interpersonal skills and a collaborative mindset

## 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.**