

Lead Sales Engineer - WTG Services

Are you a technically strong commercial profile who thrives at the intersection of sales, engineering, and operations? Do you enjoy turning complex technical scopes and engineering services into competitive, well-structured tenders and concepts that create real value for customers? Then you might be our new technical Lead Sales Engineer for Wind Turbine Generator Services in the Renewable Service department at Semco Maritime.

Your position

As our new Lead Sales Engineer, you will play a key role in supporting and driving the tendering and concept activities within Service Technology. You will act as the crucial link between the Sales & Tender teams and the Service Technology organization, ensuring that technical, commercial, and operational aspects are aligned from early tender phase to final submission.

You will be deeply involved in understanding customer requirements, developing tailored technical service concepts, and translating technical solutions into competitive cost calculations and high-quality tender documentation.

At Semco Maritime, safety is a core value, and in this role, you will contribute to maintaining and strengthening a strong safety culture while delivering pragmatic and innovative service solutions that support the global energy transition.

We offer you a seat in one of our offices either at our headquarters in Esbjerg (Denmark) or in our German offices in Hamburg or Emden, where you will be close to our service execution.

The position is full-time, and travel can be expected 30 to 40 days per year.

"In our service business, the best solutions are created where technical insight meets commercial understanding and operational reality. In this role, you will be central in shaping strong, executable technical and service solutions that create real value for our customers." - Lars Ole Kjaervad, Director, Service Technology.

Your tasks & responsibilities

As technical Lead Sales Engineer, your primary responsibility is to support and lead the technical sales and tendering process within Service Technology.

Your key tasks will include:

- Acting as the technical interface between Sales & Tender teams, and Service Technology
- Reviewing and interpreting technical scopes, specifications, and contractual requirements in tenders
- Supporting and coordinating the tendering process from early-phase clarification to final submission
- Developing service and modification concepts tailored to client needs and technical capabilities
- Preparing cost calculations and supporting pricing strategies in close collaboration with operations and sales team
- Reviewing and contributing to tender documentation to ensure technical accuracy and alignment
- Gathering inputs from Service Technology and ensuring internal alignment on scope, risks, and execution strategy
- Supporting continuous improvement of tender processes and technical service concepts

Your profile & qualifications

This role is ideal for someone who combines technical understanding with commercial thinking and enjoys working hands-on with complex tenders and service solutions.

The role provides a unique opportunity to influence how Semco Maritime develops and delivers service solutions for offshore energy assets, working closely with both operational teams and customers.

To succeed in this role, you likely have:

- A technical education (e.g. engineer, marine, mechanical, electrical) or equivalent experience
- Experience from technical sales, tendering, service engineering, or project execution within offshore or energy industries
- Strong understanding of technical scopes and the ability to translate them into commercial offerings
- Experience with cost estimation and tender documentation

- Strong communication skills in English (German is an advantage)
- A structured, proactive, and solution-oriented working style
- The ability to collaborate across departments and balance technical depth with commercial focus

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.

Care to join the movement?

Change. With us.