

Business Development Manager, US

Are you a driven and ambitious Business Development Manager ready to leave your mark on the global energy industry? Do you thrive in a dynamic, international environment and want to help expand our presence in the Americas? If so, we want to hear from you!

Your position

In your new position as Business Development Manager in the Rig & Marine, you will join our expanding Houston office and be a valuable member of a dedicated team whose mission is to drive growth and strengthen our market position within the energy sector. You will have the chance to shape new business opportunities and build lasting client relationships. 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. Your place of work will be at our Houston office, centrally located in one of the world's leading energy hubs.

"In this role, you will be at the forefront of our expansion in the Americas market, working closely with a talented team and a strong global network. Your efforts will directly influence our growth and success." Operations Manager, Nicolaj Bjerre Frimann.

Your tasks & responsibilities

As a Business Development Manager, you will be responsible for identifying and developing new business opportunities, building strong client relationships, and supporting our strategic growth.

Your tasks will include but are not limited to:

- Developing and executing sales and business development strategies for the North & South American market.
- Identifying, evaluating, and pursuing new business opportunities within the energy sector.
- Building and maintaining strong relationships with new and existing clients.
- Analysing market trends and customer needs to inform business strategy.
- Preparing and delivering compelling sales presentations and proposals.
- Supporting and adhering to health, safety, and environmental standards in all activities

Your profile & qualifications

We are looking for an outgoing and proactive Business Development Manager who is passionate about the energy industry and eager to make a difference. You have a structured approach to your work and are motivated by achieving results and building long-term partnerships.

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

- A degree in engineering, business, or another relevant field.
- Extensive experience in business development or sales within the energy sector in the Americas region.
- Strong knowledge of the global energy market.
- Excellent communication and networking skills in English.
- Experience with strategic sales planning and market analysis.
- Knowledge of safety standards relevant to the energy industry.
- Are a US Citizen or have a valid work visa

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 global 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.