

BWSC - Business Development Manager position for the Caribbean/Caricom region

BWSC is looking for a Business Development Manager (BDM) to further solidify our presence in the Caribbean/Caricom region.

The BDM will be working under the direction of BWSC's executive sales management group in Denmark and the Business Development Manager for the Americas, based in Houston, Texas.

The BDM's responsibilities will include sales, marketing and project development within the following business areas:

- diesel- and gas reciprocating engine power plants (land based and floating solutions)
- waste-to-energy (mass-burn)
- biomass power plants
- hybrid generation solutions.

The BDM will assist the service division in BWSC regarding O&M and long term service support contracts and the promotion of BWSC at regional conferences such as CARILEC and Platts Caribbean Energy.

Qualifications and skillsets

The BDM must be familiar with Caribbean culture and have a thorough understanding of the energy utility business with a particular focus on electricity generation. The position is mainly a marketing and project development position. As such, we're seeking an outgoing personality who has a systematic approach to high-level networking and can find and develop leads as well as dig into the details of complex contract and bidding processes.

We also expect:

- familiarity with the technical, commercial, regulatory and political aspects of the utility business
- negotiation experience on large infrastructure projects
- high level networking capabilities for interaction with CEOs, engineering managers and project directors. Established connections in the Caribbean Utility community would be a benefit
- understanding of renewable electricity generation, especially waste-to-energy and biomass applications
- in-depth understanding of the complex commercial/technical offers in the power generation industry
- familiarity with the IPP, BOT, BOOT type of energy business contracting
- understanding of operational spreadsheets, O&M contracts and spare parts support business

An engineering background would be an asset (especially medium to high voltage electrical generation), but not absolutely mandatory. Knowledge of diesel engines, gas turbines and steam turbines and their applications would also be of value.

Candidates with a background from a commercial/sales position in the energy sector will also be considered.

Proficiency in English (both written and spoken) is a prerequisite. Experience in dealing with regional dialects is a bonus as well as some working knowledge of Spanish.

Upon hiring, the BDM can be located anywhere in the region that has good air travel connections in and around the region as well as to and from Miami/Houston and Denmark. The position requires a good amount of travel; candidates must hold a passport that allows entry to most countries in the region, the USA and Denmark.

If you have questions regarding the position, please contact the BWSC Business Development Manager for the Americas, Chris Walker, ccw@bwsc.dk or Director, HR & Corporate Administration Claus Berner at clb@bwsc.dk.

[Please click here to submit your application](#)

BWSC is an EPC engineering and project development company originating from the Danish B&W shipbuilding organisation. We are project-oriented, specialising in sales-development, design, construction, test and commissioning of turnkey power plants and energy systems, including retrofitting, technical services, utility management, and, Operation & Maintenance contracts. We are an equity investor in power plant projects as well as being a supplier of complete biomass boiler solutions and boiler service, with ambitious goals for biomass, waste-to-energy and diesel power plants in worldwide markets. We have 700 dedicated employees, of which 450 are based at our headquarters in Allerød, Denmark and the balance situated strategically in the markets we serve. Currently, we are constructing power plants in the Faroe Islands, the UK and a number of West African countries. Furthermore, we service and operate power plants in the UK, Panama, Kenya, Sri Lanka and several islands in the Caribbean.
