

We are looking for a **TENDER MANAGER AT DK MARITIME**

Location: Esbjerg, Denmark **Employment Type:** Full-Time **Application Deadline:** ASAP

You will play a critical role in managing the tendering process for offshore maritime projects, ensuring competitive and compliant bids that align with client requirements and company objectives. This position requires strong organizational skills, commercial acumen, and a passion for the maritime industry.

Key Responsibilities

- **Tender Management:** End-to-end tender process, from identifying opportunities to submitting high-quality bids for offshore windfarm and subsea cable projects.
- **Proposal Development:** Coordinate with internal teams (e.g., engineering, operations, and finance) to develop tailored technical and commercial proposals that meet client specifications.
- **Stakeholder Engagement:** Liaise with clients, suppliers, and subcontractors to clarify requirements, negotiate terms, and ensure alignment during the tender phase.
- **Risk Assessment:** Analyze tender documents to identify risks, opportunities, and compliance requirements, providing strategic input to mitigate challenges.
- **Documentation:** Prepare and review tender documentation, ensuring accuracy, clarity, and adherence to deadlines and quality standards.
- **Market Analysis:** Monitor market trends and competitor activities to enhance bid competitiveness and support business development efforts.
- **Collaboration:** Work closely with the project management team to ensure a seamless transition from tender to project execution.

Qualifications and Skills

- Bachelor's degree in business, engineering, maritime studies, or a related field.
- Minimum 3-5 years of experience in tender management, preferably within the maritime, offshore, or renewable energy sectors.
- Familiarity with offshore operations.

We expect:

- Excellent project management and organizational skills, with the ability to handle multiple tenders simultaneously.
- Strong negotiation and communication skills, both written and verbal, in English (Danish is an advantage).
- Analytical mindset with attention to detail and the ability to assess commercial and technical risks.
- Proficiency in Microsoft Office and tender management software.
- Personal Attributes: Team-oriented, proactive, and able to thrive in a fast-paced, international

What We Offer

- **Innovative Projects:** Work on cutting-edge maritime and renewable energy projects that shape the future of the industry.
- **Professional Growth:** Access to training and development opportunities to enhance your skills and career.
- **Supportive Culture:** A collaborative and inclusive workplace that values diversity, respect, and teamwork.
- **Work-Life Balance:** Flexible hours and remote work options to support your wellbeing.
- **Competitive Benefits:** Attractive salary, health benefits, and opportunities for global collaboration.

Apply

please submit your CV and a cover letter outlining your relevant experience to mail@dk-maritime.com.

Learn more
**ABOUT DK
MARITIME**

DK Maritime is a global provider of offshore support services, dedicated to delivering high-quality maritime solutions for windfarm and subsea cable projects worldwide. Based in Esbjerg, Denmark, we pride ourselves on our experienced team, innovative approach, and commitment to safety, quality, and sustainability. Join us to be part of a dynamic workplace that drives the future of maritime technology.