

We are looking for a

SALES MANAGER – OFFSHORE & SUBSEA

Location: HQ in Esbjerg, but the work location can be flexible **Employment Type:** Full-Time
Application Deadline: ASAP

ABOUT THE ROLE:

As Sales Manager at DK Maritime, you will have overall responsibility for all sales activities and play a key role in shaping how we approach the market. You will, in cooperation with the CEO, define and implement our sales strategy, ensuring a structured and scalable process to facilitate future growth. In this role, you will manage the entire sales pipeline from lead generation and qualification to negotiation and closing while actively driving new business opportunities.

You will also take ownership of key account management, building strong, long-term relationships with our most important customers and ensuring their continued satisfaction. Collaboration across teams will be essential to align sales efforts with operational capabilities and market trends.

This is a hands-on position where you will not only set the direction but also engage directly with customers, follow up on leads, and drive opportunities all the way from first contact to signed contract. The role is primarily an externally focused role where you will have the support of a dedicated Bid Manager to help prepare tenders, pricing, and proposals, enabling you to focus on customer engagement and closing deals.

YOUR RESPONSIBILITIES

Sales structure and priorities

- You will, in cooperation with the CEO, define and implement our sales strategy, our approach to individual sales opportunities, and priorities
- Design and maintain a clear sales process, pipeline structure, and follow-up discipline
- Build transparency and alignment across sales, bid, and execution teams

Sales and business development

- Develop and drive new business development within our key customer segments
- Lead and contribute to tenders, negotiations, contracting, and project acquisition
- Collaborate closely with Bid Management, Technical Department, Project Management, and CEO in tender responses on pricing, scope, and risk
- Secure strong commercial handover from sales to project execution

Customer relationships

- Build and maintain long-term relationships with key customers, including leading offshore and energy players
- Manage sales processes with long decision cycles and multiple stakeholders
- Ensure good handover from sales to project execution and support repeat business

Commercial and organizational scaling

- Build and mature DK Maritime's commercial organization in line with the company's growth ambitions
- Establish a scalable setup where sales execution and project sourcing are no longer driven by the CEO
- Act as the primary commercial counterpart to customers' procurement and commercial functions
- Work closely with a Bid Manager and involve technical management in selected customer meetings and tenders to ensure strong technical positioning and value-based selling



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YOUR BACKGROUND:

- Business Development or Sales experience from subsea, offshore wind, marine contracting, or similar energy infrastructure segments
- Proven track record in project-based or solution-based sales
- Comfortable working with complex projects and long sales cycles
- Experience working with large international clients and procurement-driven organizations
- A strong industry network is an advantage
- Fluent in English (Danish or other languages are a plus)

WHO YOU ARE:

- Commercially driven, yet pragmatic and down-to-earth
- Independent and comfortable taking responsibility
- Structured, yet pragmatic in your approach
- Good at building trust with customers and colleagues
- Willing to travel as required across Europe

WHAT WE OFFER

- A key role in a growing offshore company with strong technical capabilities and a significant investment to facilitate the growth ambitions
- Direct influence on how DK Maritime develops its sales and customer base
- Close collaboration with an ambitious organization and active owners
- Opportunity to shape and build a scalable sales organization
- Work on real offshore and renewable energy projects that contribute to the green transition
- Competitive salary with performance-based bonus
- Flexible working setup and location with connection to the HQ in Esbjerg

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 an Esbjerg-based offshore company with strong roots in practical maritime and subsea work. We started as a hands-on, execution-focused business and have built our reputation on getting complex offshore jobs done safely and reliably. In 2025, DKM acquired a vessel and built its own nearshore trencher. Core Capital invested significantly and acquired majority ownership of the company.

CoreCapital is a Danish private equity fund manager dedicated to partnering with small to medium-sized companies that drive the green energy transition, and a hands-on investor and works in close companionship with our companies to ensure maximum value creation during our ownership.

Today, DK Maritime is growing. With in-house assets and a clear focus on offshore wind, subsea cables, and nearshore projects, we are part of the green energy transition in practice.

To support this growth, we are looking for a Sales Manager to take overall responsibility for our sales effort.