



## **Proposals Engineer**

Applied Power Engineering is a leading specialist in power generation solutions. We currently have a vacancy for a Proposals Engineer to join our growing sales team. This is an exciting opportunity that may suit candidates with experience of developing proposals for electrical installations or for an individual with electrical engineering experience looking to develop in a new direction.

A good understanding of electrical or generator installations is essential; however, equally important is the desire to learn and develop in a fast-paced environment. Building relationships with both colleagues and clients is a key requirement so you will need excellent verbal and written communication skills.

Your responsibilities will include:

- Responding promptly and effectively to customer enquiries
- Liaising with colleagues and customers to accurately understand customer requirements
- Interpreting and responding to tenders and RFIs
- Liaising with 3rd parties to obtain and collate quotations
- Accurately identifying all cost elements including time, labour and materials
- Collating information and preparing accurate, competitive and profitable quotations
- Meeting with customers to present and discuss proposals

We are looking for someone with the following skills and experience:

- Experience of electrical installations or preparing electrical proposals
- An understanding of mechanical engineering would be an advantage, as would knowledge of power generation
- Excellent communication skills
- Ability to gather and collate information accurately and thoroughly
- A good working knowledge of Microsoft Office applications is essential
- Experience of working in a fast paced environment
- Above all, desire to learn and the passion to succeed

A competitive salary and benefits package is available commensurate with experience, as well as opportunities for training and career development.