

# KESKIN

## R E C R U I T M E N T

<https://keskinrecruitment.nl/vacature/proposal-engineer/>

## Proposal Engineer

### Werkzaamheden

The Proposal Engineer is responsible for the technical and commercial handling of the sales activities. These activities are characterized as very diverse and can include long-term processes that require a great deal of consultation, punctuality and perseverance. Together with the team you deliver technical priced solutions, where initiative, critical attitude and resolving power are key for success.

Within this position the commercial process, the Proposal Engineer provides the Sales, Services and Business Development departments with fit for purpose accurate designs and proposals. To achieve this, punctual administration is requested, flow diagrams and layouts are prepared, process and price calculations are made and suppliers are contacted.

### The tasks of a Proposal Engineer

Customer and service oriented

Excellent communication skills to find a fit for purpose solution for our customers

Able to communicate well with the various departments for coordination and consultation

Able to prioritize and to work towards firm deadlines

Structured and methodical approach to tackle technical challenges

Has a solution-oriented attitude and an administratively accurate approach.

### Wat vragen we?

Process / Chemical or mechanical (or similar) bachelor's degree

2 - 10 years experience in a similar, mechanical or process engineering position (gas, oil or other industrial installations), where you have worked on larger rotating parts (compressors, pumps, process systems etc.)

Acquires broad technical product knowledge (mostly process, mechanical and electrical) in order to find the most attractive solutions for customers

Experience and ability reading and interpreting diagrams, drawings, and blueprints to ensure accuracy and clarity to sales team and customers in a credible manner; acting as the technical expert on the sales team

Enthusiastic to learn new software programs. For instance to simulate and calculate the amount of membranes for biogas upgrading facilities.

Proficiency in Microsoft Office programs, especially Word, Excel and Visio or willing

### Branche

Industrie

### Aantal uren per week

40

### Werklocatie

Friesland

to learn

### **Job specific competences**

Result-oriented

Problem analysis

Networking

Attention to detail

Teampayer

### **Lead and innovate in a stimulating environment**

The Proposal Engineer possesses both technical (process)knowledge and commercial skills to share knowledge with potential clients, clarify demands and make inventory of relevant factors that influence the progress and the end result. Being the technical expert in sales meetings, the Proposal Engineer works together with the Area Sales Managers.

With a critical mindset, the Proposal Engineer in collaboration with team members, ensures continuous improvement of department tools and processes. The position has a unique role within the organization, to shape our future towards sustainable standard modular configurations, which are configured during the sales phases.

As a result of the wide variety of responsibilities, there is never a dull moment and the position ensures a continuous learning curve from a personal, technical and commercial standpoint.

### **Colleagues**

Our client delivers reliable technology and services to our customers. With a team of experts, they work on these solutions by designing, producing, installing and providing appropriate services.