



AL FARIS

Position: Proposal Engineer	
Qty required: Open	Work location: UAE, DXB
Min. years of experience: 03-05	Age limit: 30+

Our company is looking for a **Proposal Engineer**.

1. JOB PURPOSE:

Looking for experienced Proposal Engineer

2. QUALIFICATION:

Bachelor's degree in engineering, or a related field

3. EXPERIENCE:

3-5 Years in the field of Heavy Lifting, Land & Marine Transport

4. LANGUAGE SKILLS:

English (Read, Write & Speak) & Hindi

5. RESPONSIBILITIES AND DUTIES

- Analyse RFQ's, identify availability of equipment, coordinate the development of project estimates and control budgets for all stages of the opportunity
- Communicating with clients to gather information about their needs and preferences regarding design solutions
- Developing cost estimates for projects, provide technical guidance related to sales quotations, offer quotation based on the customer requirements
- Review and audit customers estimate procedures and practices.
- May negotiate and confirm contract specifications
- Technical resource to sales team, and provide deeper understanding
- Prepare supportive material and reports for the sales team
- Provide info and or handover order to operations in consultation with the Sales team
- Analyze the quotation risks as well as identify, describe and estimate risks affecting the business
- Propose mitigatory measures
- Document and coordinate data on customer requirements
- Record quotation data in the (sub)systems
- Time registration
- Leads the tender process across the applicable business functions and mentores level I by means of knowledge sharing and supporting their
- professional development
- Defines and implements new and or revised departmental standards and policies

- Preparing proposals for bids on new projects, including reviewing existing plans and researching potential challenges.
- Conducting feasibility studies to evaluate whether a project is economically sound
- Prepare cost comparison from Third Party Vendor Quotations and define the best service provider for Project utilizations.
- Liaison with Engineering Team for ideas to develop tailor-made solutions for clients.
- Management of Contracts – All areas of management – analysis of areas of risk, tender processes, submission, liaising with technical team, costing, negotiations

Those interested kindly forward CVs to jobs@alfarisuae.com