



Water Industry – Mechanical & Electrical Proposals Engineer

Location: Newry Head Office
Accountable To: Director for Sales & Business Development

Due to continued growth we wish to recruit an experienced and professional individual to join our engineering Sales & Estimating Team to enable continued expansion into existing and new markets. Based at our Head Office in Newry, this is an excellent opportunity for the right person to develop their career into a key role for a progressive Water/Wastewater Mechanical, Electrical, Instrumentation, Control & Automation (MEICA) Engineering Company.

Key Responsibilities

The role is to provide technical design and costing, submitting bids to the Client. The role will focus on pricing new and upgrade works for our clients in the water industry dealing with foul, storm & water pumping stations, water/waste water treatment plants, SUDS and flood alleviation solutions equipment. Projects to be priced range from small scale up to multi-million pound schemes including works for Irish Water, NI Water and further afield.

This will include the following responsibilities:

- Understanding client specifications, drawings & documentation required for formal submissions
- Attending site visits and client meetings
- Manage incoming sales calls and enquires
- Completion & submission of PQQ/tender documentation
- Developing activity schedules
- Compiling and collating documentation, schedules and data sheets etc. for inclusion into final formal proposal submissions (both commercial and technical)
- Preparing material, labour, plant and subcontractor cost analysis spreadsheets
- Preparing preliminary programmes
- Attending internal and external review and progress meetings
- Co-ordination and liaison with suppliers, specialist sub-contractors and 'in-house' resources
- Considering site safety, health and environmental issues
- Ensure a smooth handover of the project to the contracts team
- Attend regular internal sales meetings
- Review & report tender performance on an ongoing basis



Additional Responsibilities

On top of the initial estimating role there will be additional responsibilities depending on experience including:

- Joining the companies IMS (Integrated Management Team) to ensure continued compliance with our ISO 9001, ISO 14001 and OHSAS 18001 (ISO 45001) management Standards
- Act as a New Business Development Manager actively seeking potential clients and leads throughout the island of Ireland
- Assisting preparation for large framework submissions
- Working alongside major framework clients

Skills Required

- Degree qualified / 3rd level qualification in Engineering / Surveying or Equivalent
- Ideally 3-6 years previous Mechanical & Electrical experience in sales as a QS / Estimator / Project Manager, preferably with a Contractor in the Water / Wastewater Industry
- Good organisation, communication, negotiating and analytical skills
- IT literate with a sound knowledge of Microsoft Office packages
- Experience in using a CRM Software Package
- Experience of pricing/project managing a variety of projects in the Water / Wastewater Industry an advantage
- Ability to read and accurately interpret drawings and technical specifications
- Knowledge of ISO 9001, ISO 14001 and OHSAS 18001 (ISO 45001) management standards an advantage
- Capacity to manage and prioritise a high volume of work that requires completion within tight timeframes to meet the demands of the contract and the timely completion of multiple concurrent tenders with a fast turnaround