

Job Description

Job Title: Proposal Engineer

Work Location: Hyderabad

Experience: 1 – 4 Years

Qualification: Bachelors (Environmental Science / Chemical Engineering)

CTC : No Constraint for Right Candidate

Responsibilities:

- Communicate effectively with clients and sales teams to understand project requirements and design suitable solutions.
- Thoroughly study tender documents, including project specifications, RFPs, BOQs, RFQs, Scope of Work, contract details, and conditions.
- Conduct design checks and ensure adherence to project specifications.
- Select electromechanical items suitable for plant design based on project requirements.
- Review catalogues, datasheets, and performance curves of electromechanical items submitted by vendors.
- Prepare technical clarifications for clients regarding discrepancies in tender documents and incorporate changes as required.
- Provide support to the sales team for technical bid submissions.
- Prepare techno-commercial proposals for various projects such as STP, WTP, ETP, RO, UF, and operation and maintenance of various technologies according to company standards.
- Review technical specifications from clients, complete datasheets and bid forms, and assist in the submittal and evaluation of RFQs.
- Outline project specifications and ensure compliance with industry standards.
- Conduct research and development for plant design focusing on quality and minimal footprint as per market standards.
- Prepare standard costing and complete cost estimation for plants, including material, labor, erection equipment, direct and indirect resources in line with BOQ.
- Coordinate with vendors, sub-vendors, OEMs, and manufacturers to obtain cost estimates for electromechanical items required for the project.
- Collaborate with the mechanical, plumbing, and electrical teams to estimate piping fittings, erection, commissioning, and electrical costs.

- Prepare operation and maintenance costing by coordinating with the O&M Manager, and energy cost estimation by coordinating with electrical engineers.
- Prepare capital expenditure (CAPEX) and operating expenditure (OPEX) costs by coordinating with the internal team.
- Estimate costing to achieve competitive pricing while ensuring profitability.
- Prepare tender study reports, prequalification documents, O&M manuals, design basis reports, and technical data sheets.
- Coordinate with electrical engineers to prepare electrical load lists and energy reports.
- Assist in preparing pre-bid replies, technical write-ups, QA/QC reports, and standard formats required for site inspections.
- Prepare technical clarification sheets for pre and post-bid activities.
- Indent BOQ items when required.
- Site visits and Audits

Qualifications:

- Bachelor's degree preferably (Environmental Science / Chemical Engineering) in Engineering or related field.
- Experience in a similar role, preferably in the proposal engineering domain.
- Proficiency in interpreting technical documents and specifications.
- Strong communication and interpersonal skills.
- Ability to work collaboratively in a fast-paced environment.
- Excellent organizational and time-management skills.
- Attention to detail and accuracy.
- Knowledge of relevant software tools and applications.
- Ability to multitask and prioritize tasks effectively.
- Experience in cost estimation and pricing strategies is desirable.

To Apply – Send your CV to peopleofficer@bankabio.com with the email subject: Job Application – Proposal Engineer

