

Senior Proposals Engineer



Unit Superheater Engineering have an immediate position available for a Senior Proposals Engineer to join its experienced engineering team. Unit Superheater Engineering designs, manufactures and installs specialist heat transfer and high pressure equipment such as heat exchangers, pressure vessels, boiler equipment and superheaters in the petro-chemical and power generation industries.

The Senior Proposals Engineer will be responsible for pricing multiple enquiries for various types of pressure equipment for UK and overseas customers and will range in value from £5k to £1M plus.

Main Responsibilities

- Analyse and record customer requirements from enquiry drawings and specifications.
- Liaise with customers to discuss enquiries and develop working relationships.
- Work with production staff to agree on the most cost-effective methods for manufacture ensuring quality of final equipment.
- Visit customer sites for visual / dimensional surveys of equipment.
- Prepare and formulate estimate sheets to record engineering, material, labour and inspection costs.
- Submit technical enquiries to material suppliers and service providers to request quotations.

Full training will be provided by the company

Location : Swansea, South Wales.

Salary : £35,000 to £38,000 per year depending on capability and experience.

Benefits: Company Pension + 25 Days Holiday + Overtime Pay

Full time, permanent.

Please send all CVs to careers@unitbirwelco.com

- Prepare and submit detailed offer letters to customers requirements ensuring all technical and commercial points have been included and any deviations listed.
- Generate and submit project timeline plans using Microsoft project
- Ensure bids are submitted on time to customers requirements including any supporting documentation.
- Follow up bids to discuss price, delivery and status.
- Attend meetings with customers to discuss technical and commercial clarifications.
- Assist with the proposal of payment terms and conditions of possible orders.
- Maintain CRM system enquiry register, keeping costs, status and feedback up to date.

Requirements:

- At least 5 years experience working in a similar role for a company that manufactures machined / welded components.
- Qualified to minimum of HNC level in engineering, although proven experience in a similar role and industry would be sufficient.
- Ability to read and interpret detailed fabrication drawings.
- Competent in the use of Microsoft Word and Excel software.
- A driven individual with a focused emphasis on reducing costs and securing sales orders.
- Strong communication skills with the ability to speak confidently to suppliers and customers.
- Well organised and be able to plan and prioritise tasks to meet challenging deadlines which occasionally requires extended hours.
- Experience of pressure retaining and heat transfer equipment and / or knowledge of ASME or EN 12952 design codes would be beneficial.