

Interested in this position? Please send your application to: daniel.gabay@yer.nl

PROPOSAL ENGINEER

1. OBJECTIVE OF THE POSITION

Ensure high quality quotations that are in line with company policy regarding financials and business strategy resulting in actual sales to meet the Sales Teams targets and objectives.

2. PRIMARY RESPONSIBILITIES

- Prepare, submit and follow-up quotations related to the Company's product and services portfolio, mainly related to repairs of parts & field service.
- Effectively maintains his / her knowledge of market trends, customer requirements, competitor actions, customer base and contributes and gives input to the Sales Team with the definition of the area business plan.
- Review customer request; clearly define the Scope of Work and Services offered to the customer and indentify any clarifications or exceptions to the customer's request
- Work directly with worldwide located customers to understand their processes and develop the best solutions for the requirements
- Supervise, collect and identify all necessary technical and commercial information. Information will need to be retrieved from concerning departments as well as from third parties.
- Screening of requested and possibly offered Terms & Conditions
- Formulates and executes proposal strategies to serve the customer's needs and to manage negotiations
- Assist the sales process from opportunity identification through proposal and contract definition
- Ensure that the quality of the proposals issued is in line with the highest Company's standard and in accordance with the Customer's requirement
- Proper and prompt application of the existing Department procedures in particular with reference to compliance aspects and risk analysis
- Follow ethical business practices
- Responsible for sending the order confirmation to the customer
- Responsible for the complete handover of the order to the project manager

3. SPECIFIC TASKS

- Assist Sales Managers during conversations and negotiations with potential clients, both from the office or (sometimes) locally.
- Contributes to the tracking and registration of the Sales Team's (K)PI's and suggests and advices on improvement possibilities.
- Actively contribute to the implementation of departmental improvement projects
- Correctly administer quotations and tenders
- Sales activities in focus area (ability to travel to the customer site, possibly located worldwide, as necessary)

4. COMPETENCES

a. Education:

- Bachelor level or comparable in technique and business

b. Additional Training

- Training in General Gas Turbine Technology
- SAP
- Ninja 1, Lean / 6s CIP certified

c. Experience

- At least 2 years' experience in a similar position preferably in the Gas Turbine Industry
- Excellent proficiency in English (writing and verbal)
- Depending on the focus area, proficiency in applicable language
- Good knowledge of Ms Office
- Working knowledge and experience with preparation of budgets, schedules and cost estimates

d. Personal skills (such as team player, tenacity, analytical etc. etc.)

- Team player that is also able to work independently
- Flexible and able to adapt
- Result driven
- Committed to quality

5. PLACE WITHIN THE ORGANISATION

Position holder is part of the Tendering team that is responsible for a specific focus area within the Ansaldo Energia matrix Service Sales organization and is reporting to the Manager Tendering Team.