

# Proposals Engineer

GfSA Ltd, Stourbridge, West Midlands

**Proposals Engineer-Due to growth and expansion this is a unique opportunity for a proposals engineer to join GfSA Ltd, a leading filtration company specialist in design and manufacture of process filtration equipment for the oil and gas, petrochemical, water and nuclear industries.**

## QUALIFICATIONS

- Ideally be educated to degree standard in Mechanical Engineering or a related discipline.

## EXPERIENCE

- Ideally from a proposals/sales engineering background with an understanding of Oil and Gas process filtration equipment.
- Knowledge of pressure vessel calculation, design and fabrication is desirable.
- AutoCAD experience and 3D SolidWorks would be advantageous but is not essential.
- Experience of the Oil and Gas market sector and a good understanding of the related specifications and documentation associated with the leading National Oil Companies (NOC's) and Engineering Procurement and Construction (EPC) contractors is required.

## THE ROLE

The primary roles and responsibilities of the Proposals Engineer include:

- Receiving and reviewing Requests for Quotation (RFQ's) for the Company filtration products.
- Determining an appropriate technical solution and decide upon suitable equipment to offer.
- Obtaining costs of materials, consumables, sub-contract work etc. necessary to prepare quotations.
- Preparing quotations in accordance to the specified requirements, documentation and company policies.
- Assisting in after sales service where necessary to develop and maintain good customer service.
- Assisting sales order administration, conduct contract reviews where necessary, and assist in project management when required.
- Actively seeking sales and marketing opportunities where possible.
- Representing the company and visiting customers when required for bid clarifications etc.
- Carrying out such additional duties as may become necessary from time to time to ensure the smooth running of the sales operation.

## THE PERSON

You must have excellent sales, negotiation, communication and people skills. You must have a track record of preparing and presenting detailed proposals and selling equipment to engineering professionals up to board level in any size organisation. You must have the ability to help define and successfully execute a sales and proposals strategy. You must be computer literate with familiarisation of Microsoft Word, Excel and Access. Autocad or 3D SolidWorks would also be an advantage.

## THE COMPANY

**GfSA Ltd** design and manufactures a complete range of custom made and standard gas and liquid filtration and process equipment. We offer a total service to the Oil and Gas industry worldwide, covering the complete spectrum of engineering disciplines to include Design and Project Management, Quality Assurance and Quality Control, Materials Procurement and Manufacture.

Please visit [www.gfsa.co.uk](http://www.gfsa.co.uk) for further information on our products and services.

If you wish to be considered for this superb opportunity please email CV to Alan Kilkenny [alank@gfsa.co.uk](mailto:alank@gfsa.co.uk). You must be eligible to work in the UK.