

## Senior Design and Proposal Engineer

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Company: Avanceon Middle East & South Asia

Location: Lahore

Category: other-general

Are you interested in developing new and innovative solutions? Avanceon is looking for highly motivated Design and proposal Engineers who have a knack for research and are passionate about developing solutions to complex and challenging problems. Avanceon is offering an exciting opportunity to engineers looking to hone their problem-solving skills and work with a dynamic team on some of the biggest projects in its Lahore offices. As one of the leading system integrators in the world, Avanceon specializes in integrated solutions to help industries control, improve, and optimize their manufacturing processes. With more than 30 years of experience, Avanceon's state-of-the-art solutions have helped countless industries achieve their productivity targets. As a Design & Proposal Engineer at Avanceon, your responsibilities will entail;

**Job Responsibilities:** Lead and develop a group of commercial engineers who provide technical and commercial pre-sales support to exceed strategic targets. Have experience in automation and high-level SCADA systems with a deep understanding of the entirety of the proposal process -Mechanical, Civil, and Integration of Subcontractors and Systems.

Strong commercial presence with the ability to influence and maneuver key stakeholders.

Work well with international teams to drive customer-centric solutions and manage day-to-day departmental matters.

Focus on improving sales team effectiveness. Add value by supporting international technical teams and develop integrated systems and tools.

Align the team with all internal key stakeholders. Ensure task completion within agreed timelines.

Strategize effectively during the pre-sales cycle to mitigate risks and minimize the impact on

project execution.

Ensure compliance with policies and procedures relating to business conduct. Meet all OEM ethical & legal standards with regards to commercial processes.

Responsibly execute all international bids and proposals. Minimize risk in all outgoing bids.

Propose Turn-Key solutions (Civil, Mechanical, and Process Automation).

Collaborate with global OEMs to proactively track Capex programs and guarantee user specifications.

Lead the effort for detailed Capex/Sales plans related to automation solutions and services.

Analyze key accounts, develop penetration strategies, and execute tactics to increase market share.

Diagnose, document, and solve customer problems with seamless solutions. Extract and validate actual solutions with value delivered and pave the way for value propositions.

Understand contractual terms & conditions and effectively negotiate with customers. Preferred Qualifications B.Sc. in Electrical/Electronics/Mechatronics Engineering  
6+ years of Proposal Development Experience.

6+ years of Industrial Automation power control or related industry experience.

Have an estimation background of any Electrical, Instrumentation, and Process control entity.

Fluency in both written and verbal English.

Experienced in customer interaction.

Strong business writing and communications skills.

Possess a high level of commercial awareness.

Strong desire to provide a high level of support and maximize customer satisfaction.

Manage stakeholder relationships tactfully and efficiently.

Analyze and make informed decisions. Guide team through the decision-making process to achieve business targets. #J-18808-Ljbffr

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