

## Sr. Solution & Proposal Engineer

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Company: INTECH Process Automation

Location: , , Pakistan

Category: architecture-and-engineering

The Sr. Solution & Proposal Engineer will be primarily responsible for most of the day-to-day operations of the Solution Center department. General qualities we are seeking: Highly organized: excellent problem solver, strong attention to detail and ability to prioritize and multi-task. Resourcefulness: Figuring out how to and then actually getting the job done every time without fail. Creative: Following and promoting creativity in architecting optimal technical and commercial solutions. Following are the key deliverables besides other deliverables as assigned by the management: Review the RFQ and ensure that the design solution is in line with the customer requirements. Must have in-depth knowledge of the different PLC / DCS-based control systems (Rockwell/ Siemens/ ABB/ Honeywell/ Schneider/ Emerson) and knowledge of SCADA systems and their requirements. Knowledge and experience of site work and estimation of construction scope for installation of control system solution will be an advantage. Perform effort estimation for the engineering, construction and testing works and develop the project execution plan to meet customer requirement. Shall have experience of design & estimate Low Voltage Switchgear & MCC's, Medium Voltage Switchgear & MCC's, AC & DC UPS systems, Transformer Systems, Power Management Systems, VFD & Soft starters. Shall have basic understanding of the customized building design & estimation. Shall have basic understanding of the HVAC system design. Providing sales support for compliance of key proposals for back office Team against the RFQ received. Proposals related coordination & follow-ups with sales team. Provide support to back office team in taking multiple quotes from new and existing vendors. Shall be able to develop standard procedures and have good writing skills to produce high-level execution philosophy, project plans, design

procedures, and commercial terms & conditions for customers' understanding. Must be keen in business development and have skills to negotiate prices and discount schedules with vendors. Shall propose and design optimal control system architectures with in-depth knowledge of network protocols and design. Ensure Quality of Product solution as defined. Ensure requirements of CSIA (Control System Integrators Association) Standard are being complied in respective domain. Requirements Experience & Skills: Bachelor's/Master Degree in engineering or in related field. Minimum 6-8 years of work experience in engineering or technical sales is required. Sales and Business development acumen. Solid analytical and problem-solving skills. Excellent written and verbal communication skill.

#J-18808-Ljbffr

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