

## Sr. Solution & Proposal Engineer

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Company: INTECH

Location: Pakistan

Category: architecture-and-engineering

### About The Position

#### DESCRIPTION

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:

**Strong interpersonal skills:** can communicate effectively, possess strong writing skills, etc.

**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

Can-Do & Positive Attitude

Solid analytical and problem-solving skills

Excellent written and verbal communication skill

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