

## Senior Proposal Engineer

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Company: Desire Energy Solutions Pvt. Ltd.

Location: Jaipur

Category: other-general

**Required Work Experience & Knowledge** Proven Experience of 2-4 years in automation industry.

Excellent technical skills around SCADA, PLC/RTU and other automation technologies.

Strong organizational and multitasking skills with the ability to prioritize and manage multiple projects

Proficiency in Microsoft Office suite and other relevant software applications

Knowledge of regulatory requirements and industry standards pertaining to administrative operations.

Involves travel **Required Education** Bachelors/ Master's Degree in Technology.

(Electrical) **Operational Duties** Analyzing the whole fleet of SCADA system and other related instruments used in water infra industry and ability to prepare proposals as per the client's requirements for business development. Sales teams and other business development partners.

Analyze client's requirements to integrate business proposals, understanding of implementation of Electrical/Instrumentation and automation works across EPC and water infrastructure, and drive fast decision making to provide competitive Techno-commercial proposals as per requirements.

Drive business case optimization and value engineering initiatives for SCADA offerings.

Knowledge about technical Purchase specifications of SCADA related instruments and PLC/RTU based automation systems. Deep understanding of SLD/Drawings, bill of material, BOQ items list in JJM tenders and other government departments.

Knowledge about costs involved in procurement and installation of SCADA instruments and sensors like FM, LT, TA, PT etc. according to latest market trends. Essential/ Key Responsibilities Solution Design: Develop SCADA and automation solutions (PLC/RTU) that integrate seamlessly with existing water treatment and distribution systems, leveraging industry best practices and innovative technologies. Proposal Development: Lead the development of comprehensive proposals, including technical specifications, cost estimates, and project timelines, in response to client RFIs (Request for Information) and RFPs (Request for Proposals). Client Engagement: Collaborate closely with clients to understand their requirements, assess their needs, and tailor proposals to address specific challenges and objectives. Technical Expertise: Serve as a subject matter expert on SCADA and automation technologies (PLC/RTU) in water infra, providing guidance and recommendations to internal teams and clients throughout the proposal process. Cross-functional Collaboration: Work closely with engineering, sales, and project management teams to ensure alignment between proposed solutions and project requirements, timelines, and budgets. Continuous Improvement: Stay abreast of industry trends, emerging technologies, and best practices related to SCADA and automation (PLC/RTU) in the water industry, and incorporate new insights into proposal development processes. Project Handover: Facilitate smooth handover of approved proposals to project implementation teams, providing necessary documentation, technical specifications, and support to ensure successful project execution.

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