

# Proposal Engineer / Executive – Heat Pumps & Dryers

## JOB DESCRIPTION: -

### Required Skills and Abilities:

- Must be thoroughly informed and experienced with products and regulations.
- Knowing heat pumps and dryer market, Accessories, and related equipment which includes planning, organizing, and carrying out all activities.
- To review the market and analyze it regularly.
- To supervise the selection and designing of products.
- To prepare sales quotations, and technical submissions, follow up with consultants and clients to obtain approval.
- To negotiate with clients before concluding contracts.
- Must be fully conversant with a wide range of Heating products, including agriculture dryers, heat pumps, controls, and other related equipment.
- Ideal applicant must be able to communicate heat load/heater and dryer sizing details as well as provide application support, when necessary, to more accurately determine proper equipment operation and selection.
- Ideal applicant will be adept at proficient evaluation of heating and dryer systems as well as persuasive language skills to facilitate the writing proposal of equipment applicable to a wide range of customers' unique requirements and conditions, including load requirements, budget, configuration, and regional emissions requirements.
- **Good communication and language skills, including full knowledge of industry-specific vocabulary.**
- **Computer proficiency is a must. Ideal applicants will need to be proficient in programs such as Word, Excel, and CRM, and will also need to have a basic familiarity with factory equipment selection and pricing programs.**

### Job Responsibilities:

- Successful applicants will be responsible for cultivating and nurturing long-term relationships with contractors and engineers as well as accumulating an extensive group of sales prospects.
- The proposal engineer will need to remain present in the office & and focus on various administrative tasks such as paperwork for both vendors and customers and to attend pertinent meetings.
- Successful applicants will need to be able to accurately quote and explain every detail of the proposed work to prevent any miscommunication between the customer and our company regarding pricing, project requirements, and proposed work schedule.
- Successful applicants will need to regularly check in and become familiar with the latest in Heating and dryer technology to ensure that the company is always working with the most modern techniques and information. When available, the proposal engineer is expected to seek out additional training to enhance knowledge in any lacking areas.
- **Mechanical / Electrical Engineer minimum of 1 to 3 years' experience in heating & and dryer systems, Freshers are also welcome to apply for this position.**
- Previous experience with similar companies will be an added advantage.

### Key Skills

- Having Knowledge of writing Standard proposals, and projects as well as having knowledge of tender proposals, able to communicate with respective suppliers, should have good communication skills and read, speak & and understand English, Hindi, and Gujarati. & **Candidate should have basic knowledge of AutoCAD.**
- **Role: Proposal Engineer / Executive - Heat Pumps & Dryers**
- **Industry Type: Heating and Thermal Equipment Manufacturer**
- **Department: Technical**
- **Employment Type: Full-Time, Permanent**
- **Education**
- **UG: Diploma in Mechanical or Electrical, Bachelor of Mechanical or Electrical**
- **PG: M.E. (Mechanical or Electrical), Other Relevant Degree**

### Salary Package

- **Maximum Rs. 4.00 Lakh (CTC)**