



Position: Application engineer in Proposal Engineering

No. of Position/s - 1

Experience – 6 to 8 years.

Location – Vadodara (German MNC)

Responsibilities:

- Review of Customer's RFQ/ Enquiry & evaluate for Bid/ No bid decision.
- Perform selection of Blower, Screw compressor & Centrifugal machines in line with the customer's specifications & requirements.
- Preparation of techno commercial offer based of RFQ and Deviations
- Preparation clarification & deviation list based on customer's requirement during bidding stage.
- Review of scope of supply & release of RFQs for buy-outs (i.e. drivers, Heat exchanger, VFD & instrumentation etc).
- Technical evaluation of sub-vendor quotations.
- Price negotiation with the sub-vendors during bidding stage to get the best prices.
- Resolution of technical queries & attending technical meetings held during bidding stage.
- Post acquisition of orders, ensuring proper handover to the project / order management team with clear technical and commercial inputs along with along documents agreed with customer for successful completion of the order / project.
- Participating in internal order handover meeting for clarifications & handover to operations.
- Extending support to the purchase team in resolving technical queries (if required) before placement of orders for the buy-out items.
- Helping the project management team to resolve any technical disputes during execution stage with customers.
- Good understanding of sales process for B2B and B2C in general and supporting the sales team with technical presentations and discussions with customers.
- Close co-ordinate with sales, Regional Sales, Operation Team, Global Terms for pre & post order activities
- Co-Ordination with Global Teams for technical & commercial offerings.

Qualification Requirements:

- BE/ B. Tech Mechanical
- 6-8 years of experience in relevant area.
- Should have good communication skills to handle both internal and external stakeholders.
- Good Knowledge of Pneumatic Conveying and wastewater industry.
- Strong understanding of Blower & compressor industry.
- Able to Understand technicality and specifications reading.
- Solution Selling/Technical Acumen.

We stand for the "X" factor of being, Proficient, Epitome, Reliable and Transcendent in the Consulting & Service Levels.



Contact:

Send your resumes to

Ms Ritu Nimbalkar (+91 8421299862)

Connect@xpert-consult.com

Mr Prajodh Menon (+91 9764335759)

prajodh.menon@xpert-consult.com