

Job Opening

ASU Proposal Engineer/Manager

Purpose: Work with sales team to develop professional and winning proposals.

Duties:

- Supports the sales team by gathering information on sales opportunities; analyzing plant performance and scope of supply requirements; analyzing the relative costs and benefits of potential supply solutions; preparing responsive proposal documentation required to support the proposal development and contract negotiation process.
- Coordinates the internal proposal development activities.
- Verifies that the proposal package conforms to all critical process requirements, scope of supply requirements, and project execution/delivery requirements.
- Maintains information data bases which will assist in preparing responsive proposals as efficiently as possible.
- Generates and updates capital and operating cost estimation programs which facilitate efficient screening of, and development of, new sales opportunities.

Minimum Qualifications:

- Bachelor's Degree in engineering and/or business.
- 10 years of industrial gas industry experience.
- 5 years of relevant project development, proposal development, project management or sales experience.
- Candidate must be flexible, results-driven but team spirited; have excellent computer skills, communication skills and ability to multi-task; be able to address high level issues and specific details in an integrated manner.