

# Proposal/Development Engineer



## Job Purpose:

***“To develop commercially viable technical and financial solutions proactively to optimise market opportunity, to assist in the development of Proposals and the promotion of marketable propositions, to conceive cost effective technical solutions to meet Customer requirements and to provide leadership, bid management, technical and administrative support in the development and delivery of Tenders and Proposals in liaison with other departments.”***

To form a key member of the Energy Solutions Team assisting in (leading where appropriate) the production of Client proposals, technical and commercial presentation and tender responses. To work with and develop tools for building performance, energy, carbon, cost modelling and benchmarking.

To liaise with all teams within the business (Marketing, Design, BDM's, Operations, Projects and Senior Managers) to establish current enquiries and future leads.

## Main Duties:

- To development knowledge and understanding of Vital Energi Ltd operating markets and solutions to maximise potential revenue opportunities with both new and existing clients.

To support the Energy Solutions Team and where appropriate lead in the delivery of:

- Client proposals – meeting with clients, gathering data, producing technical solutions, assessing cost and economic viability, detailing commercial arrangements and producing reports
- Tender responses – assessing tender deliverables, gathering information from colleague and suppliers, providing technical response and supporting in construction of tender return documentation
- Market awareness and business proposals – assessing new developments in the market (legislation, technology, competitors) reporting findings that may impact, assist or require a change to the business operation
- Client and business presentations – presenting to clients, peers, management and external bodies
- Modelling tools – responsible for the use of proprietary modelling tools and development of in house tools to support the business development team
- To develop relationships with key members of the Vital Energi Team, Clients, key External Partners and Suppliers.

## **Main Competences**

### **Technical Qualifications:**

- Market - Local Authorities, Housing Associations, Developers, Commercial, Industrial Technologies e.g. - District heating network design and operation, Combine heat and power systems, Conventional heat and power systems, Fuel types available (benefits and disadvantages)
- Current and future legislation and codes of practice awareness e.g. - Building regulations, BREAM and Code for Sustainable homes, Carbon Reduction, Commitment, Combined Heat and Power Quality Assurance Scheme, Electricity feed in tariffs, Renewable heat incentives
- Modelling tools (in-house and proprietary packages) e.g. - CHP energy and financial models, District heating pipe sizing and heat loss, Building energy consumption, Operation and maintenance cost models
- Excellent written and verbal skills
- Minimum degree qualification in Science or Engineering
- Good computer literacy skills (minimum MS Office, excel, word, power point)
- Preferably IMECHE or CIBSE membership

### **Behavioural:**

- Excellent time management and organizational skills
- Self motivated and able to work individually and with a team
- Works effectively to deliver work of high quality to targets and deadlines
- Respectful and courteous to others at all times