

Position Title	Consulting Proposal Specialist – Industrial Automation
Department	Sales Department and co-reporting with Proposal
Location	Jebel Ali, Dubai, UAE
Job Type	Regular
Job Time	Full Time
Experience Level	High Level
Required Education	Bachelor's Degree
Required Travel	5 % of the time

Company Description

Karad International FZCO

For more information: www.karadsystems.com

Job Description

Minimum Requirements:

1. BS Engineering with ChE or EE preferred
2. 3 years industrial automation experience with DCS systems.
3. Process application knowledge desirable.

Additional qualifications and skills:

1. Strong interpersonal and customer skills.
2. Ability to consult with and support sales and engineering organizations.
3. Knowledge of applying automation systems/products to industrial processes.
4. Reviews sales proposals for products and service opportunities to determine proposal feasibility.
5. Develops, edits and writes original proposal responses and other sales-related documents.
6. Develops and maintains thorough knowledge of assigned industry structure and/or territory, applications, terminology, trends, and issues.
7. Discovers and understands customer's primary business goals, operations, challenges and requirements. Aligns and applies entire scope of Karad's partners' products, solutions and services to meet the customer's business goals.
8. Validates and endorses the technical aspects of the solution offered in the bid. May sign off on bids and proposals.

Activities include:

1. Manages complex bid/proposals
2. Leads negotiations for mutually acceptable projects & customer specific commercial terms (i.e., warranty, payment, administration).
3. Coordinates technical and commercial terms of major projects/product solutions.
4. Maximizes change order profitability.
5. Promotes sale of solutions and services.
6. Responsible for achieving validation of technical aspects of the solution offered in the bid.
7. Executes LOA process and/or obtains manager approval on bid release in accordance with established approval process
8. Maintains an awareness of market price levels
9. May research market price analysis (both historical and current customer budgets)
10. Leads the cost base pricing effort (may include negotiating with vendors)
11. May maintain, monitor and report proposal budget and schedule
12. Identifies risk categories associated with project (execution, pricing, etc)
13. Assesses risks and integrates into final offering
14. Leads customer negotiations during bidding phase
15. Supports win/loss analysis including lessons learned and improving hit rate
16. Identifies future opportunities upfront / Id opportunities to come across as a unique value add to customer
17. Evaluates customer RFQ's to create advantageous position for Karad.