

Elektrotechnisch (junior) calculator M/V

Quotation Engineer

Industrial Solutions empowers smarter business operations by connecting equipment, software, and services to protect, control, and optimize assets within electrical infrastructures. <https://nl.geindustrial.com/>

Across multiple energy-intensive industries, the business provides customers with end-to-end product and service solutions that help ensure the reliability and protection of their electrical infrastructure.

The quotation engineer is part of the EMEA Product Operations team where he/she is responsible for creating project designs, which are technically executable, have a correct cost calculation based on technical requirements and following all valid processes and policies.

These cost calculations should lead to a price manageable in the market with a level of profitability acceptable for the business.

Your responsibilities

- Translating customer received requirements into a technically executable design at an optimized cost.
- On time delivery of a quotation with all necessary documentation to fully define the technical and commercial proposal with cooperation of Com Ops.
- Ensure application of adequate quotation CM level as per required business policy.
- Support Com Ops and Sales Engineers in conducting technical negotiations.
- Achieve a hit rate as high as possible on submitted quotations.
- Maintain quotation tools and quotation databases with most updated cost information in order to secure accurate project calculation.
- Comply to and following internal policy 5.0, without any compromises.

Profile:

- Interest or experience in Low Voltage and/or Middle Voltage power distribution equipment projects quotations or requisition or R&D engineering or on any other role connected to design/execution/maintenance of electrical distribution and/or electrical equipment.
- Education: Bachelor or Master Degree in electricity or electro-mechanics.

- Knowledge on general level and in detail of: Energy Distribution Systems in general; LV systems and all various variants in which they are present in the market;
- MV systems would be an additional asset;
- MS office knowledge;
- Visio, AutoCad and Eplan knowledge will be additional value;
- commercial and legal terms knowledge and experience will be additional value;
- experience with working in a matrix organization will be additional value;
- Language skills; good communications skills in Dutch, English and French. Commercial;
- Strong customer focus with an ability to translate the customer needs.
- Has a commercial instinct. Understands sales processes and customer buying decisions.
- Knows the market and competitors.

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