



Brightwater is one of Australasia's leading EPC[M] engineering providers offering engineering solutions across several sectors, industrial site services and maintenance, fabrication and manufactured products throughout New Zealand and Australia. With a focus on delivering value to the Minerals & Resources, Industrial Energy, Quarry, Forestry and Industrial Water Treatment sectors we are currently looking for an experienced, suitably qualified and commercially astute person to fill the following key role:

Proposals/Bid Engineer

- Melbourne Based
- Technical Solutions Focus
- Estimating and Proposal Development
- Opportunity for Growth

This exciting new role will report to the Proposals Team Leader but has a close working relationship with the National Sales Manager. You will be accountable for developing fit for purpose engineering solutions in liaison with our sector experts across Brightwaters' Business Development, Projects and Engineering teams. You will form strong relationships with the client to gain an understanding of their requirements and assist in the sales process to persuade them that the solution you have developed is the best approach to satisfying their needs.

Along with the above the successful candidate will possess the following skills and experience:

- Preferably hold a tertiary qualification in Mechanical Engineering or equivalent
- Excellent interpersonal skills and the ability to establish and build on working relationships effectively
- Demonstrated technical, commercial and sales acumen relevant to the position
- A record of achievement in delivering concepts and proposals that result in the sale of robust technical solutions
- Strong listening and influence skills backed by the technical capability to gain client satisfaction
- Demonstrated capability and experience with estimating multimillion dollar EPC projects

All applications will be treated in the strictest confidence.

Send your application to careers@brightwater.co.nz. For more information contact Rachel McMurtry, HR Advisor on 0064 3 543 5300. All applications close at 5.00pm, Wednesday 2nd July 2014.