



Glanua



#JOB-2451341



Navan, Co. Meath,



No of positions : 1



Paid Position



39 hours per week



Negotiable



16/07/2026



13/08/2026

## How to apply

### Application Method :

Please apply to the vacancy by the following means:

Email : [recruitment@glanua.com](mailto:recruitment@glanua.com)



Open your camera  
app & point here  
to view this ad  
online



## Construction - Proposals Engineer

### Application Details

In order to work in Ireland a non-EEA National, unless they are exempted, must hold a valid employment permit. Please review the [Eligibility and requirements for an employment permit](#) if you are unsure of your eligibility to apply for this vacancy.

### Job Description

We are seeking a suitable candidate for the position of a Proposals engineer, reporting to the Group Engineering and Technology Manager and will therefore play a key role in this growth ambition by taking responsibility for coordinating and delivering winning bids for the business in line with group expectations for growth. The Proposal Engineer will be responsible for managing opportunities from tender through to contract award. This role will involve leading technical and commercial bid activities, ensuring high-quality submissions that align with business strategy and financial objectives. The successful candidate will play a key role in identifying value propositions, driving winning commercial strategies, and ensuring proposals meet customer expectations within the Food, Beverage, and Pharmaceutical sectors.

### Main Duties and Responsibilities:

The main duties and responsibilities of the Proposals Engineer, Industrial UK & Ireland are outlined as follows:

**Bid Management:** Oversee the entire proposal process, from bid qualification to contract award, ensuring compliance and quality standards are met.

**Value Proposition & Win Themes:** Identify key differentiators and win strategies to maximise bid success.

**Commercial Strategy:** Develop and implement winning commercial approaches, ensuring cost competitiveness and risk mitigation.

**Technical & Price Submissions:** Lead the development of high-quality technical and commercial submissions, ensuring alignment with client requirements.

**Contract Review & Risk Management:** Assess contractual risks, manage clarifications, and engage

with customer procurement teams.

**Bid Quality & Compliance:** Ensure bid submissions meet technical, commercial, and governance standards, maximising scoring potential.

**Win Rate & Backlog Targets:** Drive proposal success to achieve win rates and backlog in line with company targets.

**Market & Opportunity Analysis:** Actively target and assess new opportunities to align bidding activities with the group's strategic objectives.

**Stakeholder Coordination:** Manage inputs from design, estimating, and project delivery teams to optimise value and bid quality.

**Supply Chain Engagement:** Ensure best-value procurement strategies and supplier alignment with bid objectives.

**Bid Qualification Process:** Lead go/no-go assessments and provide well-informed recommendations on bid pursuits.

**Proposal Team Development:** Build and mentor a high-performing proposals team, fostering a culture of excellence and continuous improvement.

**Business Strategy Contribution:** Provide insights and recommendations to enhance business growth and development strategies.

**Budget Management:** Oversee and manage the proposals department budget effectively.

**Problem-Solving & Decision Making:** Address complex technical, strategic, and commercial challenges with a solutions-oriented approach.

**Continuous Improvement:** Implement post-bid reviews and feedback loops to enhance future submissions.

- **Sector:** construction

### **Career Level**

- Not Required

### **Candidate Requirements**

(Essential)

- **Minimum Experienced Required (Years):** 5
- **Minimum Qualification:** Level 7 (incl Diploma & Ordinary Bachelor Degree) **OR** Civil Engineer

(Desirable)

- **Ability Skills:** Administration, Analytical, Communications, Computer Literacy
- **Competency Skills:** Collaboration, Decision Making, Flexibility, Initiative