



Company Details Confidential



#JOB-2455420



Ludlow SY8, United Kingdom,



No of positions : 1



Paid Position



39 hours per week



To be Confirmed



17/07/2026



14/08/2026

How to apply

Application Method :

Please apply to the vacancy by the following means:

Email : recruitment@glanua.com



Open your camera
app & point here
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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

The main duties and responsibilities:

Managing opportunities from prequalification through to contract award, including Identifying value proposition and win themes.

Developing winning commercial strategies

Managing quality /technical and price submissions

Contract review and risk management, clarifications, customer interviews

Full responsibility for the quality and standard of all bid submissions and that technical and commercial marks are maximised

Ensure timely delivery of compliant and commercially sound bids

To achieve a win rate and backlog in line with company expectations

To actively target and analyse leads and opportunities to ensure bidding activity is in line with overall group strategy and target backlog ambitions

Manage all pre-contract activities and be a senior point of contact for customer procurement teams and any key partners / supply chain throughout the bid process.

Ensure design / estimating teams are challenged to bring value into the bid

Ensure we are getting best-value from our supply chain

Manage bid qualification (bid go / no go) processes and make considered recommendations

Coordinate inputs from a variety of stakeholders, typically involving contributions from design and project delivery teams

Develop and structure an industry leading proposals team

Preparing and reviewing the commercial aspects of the bid, ensuring all services are included in the final price to the customer

Provide key input into business strategy and business development

Full responsibility for managing the department budget

Understand and resolve complex technical, strategic, and business issues

Ensure continuous improvement processes are implemented and adhered to including post-bid reviews with customers, post contract award

Ensure post-contract award processes are adhered to and including handover to delivery teams

Support business development activity including attending prospective client meetings and presentations

The review and improvement of bid procedures and governance processes

Knowledge, Skills and Experience:

Minimum 5 years proven capability in delivering successful bids for major construction projects in the Industrial sector.

Ideally has a background in the UK water sector and experience of bid management from opportunity identification through to bid submission.

Demonstrable track record in providing valuable leadership on opportunity identification, win strategies, commercial strategies, and solution design

Will be fully conversant with the competitive marketplace

Excellent presentation and customer-facing ability

Exceptional commercial intuition and risk management skills

Has the ability to manage complex, multi-workstream opportunities.

Experience in implementation or improvement of processes and procedures to ensure efficient working

Degree in either Engineering or Quantity Surveying

- **Sector:** construction

Career Level

- Not Required

Candidate Requirements

(Essential)

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

(Desirable)

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