



Glanua



#JOB-2474950



Loughrea, Co. Galway,



No of positions : 1



Paid Position



39 hours per week



Negotiable



13/10/2026



10/11/2026

How to apply

Application Method :

Please apply to the vacancy by the following means:

Email : recruitment@glanua.com



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



Construction - Head of Proposals Industrial

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

Glanua is seeking an experienced and technically credible Head of Industrial to lead the Group's industrial, Design and Build, biogas, and operations tendering capability as part of its Central Tendering Function. This is a senior leadership role created as part of Glanua's Phase 3 structural evolution, providing dedicated sector leadership across Glanua's most complex and highest-value bid activity.

Reporting to the Head of Tenders, the Head of Industrial holds ultimate accountability for the quality, competitiveness, and governance of all industrial D&B, biogas, and operations sector bid submissions. You will lead a team comprising the Bid Manager - Industrial D&B and the Bid Manager - Biogas and Operations, and their respective teams, covering industrial process, pharma, food and beverage, anaerobic digestion, bioresource, and Aqua Operations bid activity across Ireland and the UK.

You will bring deep technical knowledge of complex industrial D&B projects, an understanding of the biogas and O&M commercial landscape, and the leadership authority to drive quality, consistency, and competitive improvement across a diverse and technically demanding portfolio.

Main Duties and Responsibilities:

1. Sector Leadership

- Lead all industrial, Design and Build, biogas, and operations bid activity across Ireland and the UK from Go/No Go qualification through to contract award

- Line manage the Bid Manager - Industrial D&B and the Bid Manager - Biogas and Operations, providing clear strategic direction and operational oversight, along with future acquisitions within the group
- Own the sector's win strategy, client positioning, and key account priorities across the industrial, biogas, and O&M markets
- Maintain a detailed pipeline view across all live and prospective industrial, biogas, and O&M opportunities, reporting to the Head of Tenders on a regular basis
- Chair the industrial sector's internal bid governance meetings and quality reviews
- Represent the industrial sector at Group-level pipeline reviews, client presentations, and framework events as directed by the Head of Tenders

2. Bid Quality and Governance

- Hold final accountability for the quality of all industrial, D&B, biogas, and O&M bid submissions before Head of Tenders sign-off
- Lead or chair red team reviews for all industrial sector bids above the defined internal value threshold
- Ensure consistent application of Go/No Go governance, estimating sign-off, and risk register review across all industrial sector bids
- Own the post-tender debrief process across the industrial sector; ensure findings are documented and fed into the Shared Services knowledge base
- Drive continuous improvement in bid methodology, technical narrative, and commercial submission
- **Sector:** construction

Career Level

- Experienced [Non-Managerial]

Candidate Requirements

(Essential)

- **Minimum Experienced Required (Years):** 10
- **Minimum Qualification:** Level 8 (incl Higher Diploma & Honours Bachelor Degree) **OR** Degree-qualified Civil, Mechanical, Chemical, or Process Engineer or equivalent

(Desirable)

- **Ability Skills:** Communications, Engineering
- **Competency Skills:** Management, Teamwork