CHAMCO

Role Profile

Position Title: **Proposal Engineer**

Position Summary

The Proposal Engineer is responsible for preparing timely and accurate proposals, reviewing and providing feedback on customer specifications, ensuring that all technical and commercial evaluations are completed, and responding promptly to client requests to help improve Chamco's proposal win rate.

Key Responsibilities

- Provide support to the Sales Team for industrial systems sold by the Packaging Division across all product categories, excluding complex and high-value projects as determined by management.
- Prepare and submit timely, accurate proposals in response to customer RFQs and inquiries.
- Ensure proposals and clarifications are completed in accordance with company-published lead times and confirm customer alignment with achievable response timelines.
- Ensure cost estimates are accurate, deliver strong value to the customer, and position Chamco competitively to win the sale.
- Follow established engineering practices and procedures to deliver technically accurate information and documentation to our customers.
- Liaise with customers to promote Chamco's technical expertise and strengthen its reputation as a knowledge-based company providing high-quality, technically superior equipment.
- Prepare complete and comprehensive turnover packages for the Projects Department.
- Collaborate effectively with the Sales Team, Projects Group, and internal team members.
- Adhere to ISO 9001:2000 quality management systems, actively participate in continuous improvement initiatives, and comply with Chamco's policies and procedures.

Qualifications Required

The successful candidate will possess a combination of the following qualifications:

- Strong technical background with experience in rotating equipment.
- Professional Engineer accreditation with 7 years working experience as a P. Eng.
- Demonstrated ability to develop creative solutions to customer challenges.
- Excellent organizational and communication skills, both written and verbal.
- Strong working knowledge of applicable ASME and NFPA codes and standards.
- Ability to lead technical discussions and provide support and training to both internal and external customers.
- Proven ability to multitask with minimal supervision while contributing effectively as part of a team.
- Working knowledge of the packaging industry is considered an asset.
- Strong negotiation and computer skills.
- Customer-focused mindset with commitment to delivering high-quality services.

This Position Reports To: **Manager, Proposals & Applications**

Location: **Chamco Calgary – Packaging Division**