

Position: Proposals Engineer / Mechanical QS

Reports to (position): Proposals Lead / Commercial Director

Job Location: Charleville, Cork

Established in 1978, Flow Technology is a leading designer and manufacturer of bespoke process skids and engineered process systems for the pharmaceutical, biotechnology, food, beverage and dairy sectors in Ireland, Europe and the USA.

The company is a market leader and is proud of its reputation for quality and delivery, earned and maintained over decades, and enjoys an excellent level of staff loyalty and retention.

It is a preferred supplier to 8/10 world's top biotech companies, the number 2 beverage company, 3/4 largest drinks companies and most of the top dairy COOPs.

8/10

World's Largest
Bio Pharma
Companies

No.2

Largest
Soft Drinks
Company

3/4

World's Top
Alcohol
Producers

No.1

Largest Whiskey
Distillery

Position Summary

Due to continued growth, we are seeking an experienced Proposals Engineer to join our commercial and engineering team, supporting the development of competitive technical and commercial proposals for complex process equipment projects.

The Proposals Engineer will be responsible for preparing cost estimates, technical proposals, and tender submissions for bespoke skid-mounted process systems supplied to the pharmaceutical industry.

The successful candidate will interpret client specifications and URS documents, engage with suppliers and subcontractors, develop accurate project costings, and work closely with the tender co-ordinator, engineering, and sales teams to secure new business opportunities.

This position is ideally suited to an individual with **5–8 years' experience** in an engineered-to-order manufacturing environment and a background in **Mechanical, Process, Chemical Engineering, or Quantity Surveying**.

Key Responsibilities

- Review and interpret client specifications, URS documents, P&IDs, equipment schedules, and tender documentation.
- Develop technical and commercial proposals for bespoke pharmaceutical process systems and skid packages.
- Prepare detailed cost estimates including materials, fabrication, assembly, instrumentation, automation, validation, testing, and installation activities.
- Obtain and evaluate quotations from suppliers, subcontractors, and service providers.
- Negotiate pricing, delivery schedules, and commercial terms with suppliers and vendors.
- Liaise with engineering teams to ensure technical compliance and optimal design solutions.
- Prepare tender documentation, bid summaries, and proposal submissions within specified deadlines.
- Conduct risk assessments of quotations and identify commercial, technical, and scheduling risks.
- Support customer & supplier clarification meetings and technical discussions during the proposal stage.
- Maintain estimating databases, ERP records, supplier pricing records, and proposal templates.
- Collaborate with project management and engineering teams during project handover following contract award.
- Monitor competition, market trends, material costs, and supplier capabilities to ensure competitive pricing strategies

Experience Requirements & Qualifications

- Minimum 5 years experience in estimating, proposals, applications engineering, project engineering, or a similar role.
- Diploma/Degree (or equivalent) in Mechanical, Process / Chemical, Quantity Surveying or a related engineering discipline.
- Pharmaceutical, Biotech, Food, Beverage, or related regulated industries experience.
- Proven ability to review and interpret technical specifications and client requirements.
- Experience obtaining quotations and negotiating with suppliers.
- Strong commercial awareness with the ability to develop accurate and competitive cost estimates.
- Desirable experience includes
 - Experience with process systems such as CIP/SIP, Valve matrix systems, purification systems, etc.
 - Familiarity with ASME BPE, GMP and pharmaceutical industry standards
 - Knowledge of stainless-steel fabrication and hygienic process design.
 - Experience using ERP, estimating, or project management software.

Personal Attributes:

- Strong leadership, decision-making, and team management skills.
- Highly organised with the ability to manage multiple priorities and deadlines.
- Proven ability to identify business opportunities and achieve financial objectives.
- Flexible team player with excellent communication (Both written&verbal) and interpersonal skills.
- Proficient in Microsoft Office applications.
- Full driving licence desirable.
- Self-motivated with strong initiative and vision.
- Strong technical writing, project management, and teamwork skills.
- Analytical thinker with attention to detail and a commitment to quality.
- Willingness to develop technical expertise and exceed client expectations.

The Package

This is an exciting opportunity to join a successful profitable company.

- Attractive salary with scope for progression.
- Annual Performance-related bonus
- Company Pension Scheme.
- Life and PHI insurance
- Blended working (Flexible hours)

Support for training and self-development (education, chartership)

We look forward to receiving your application via our website or by contacting our HR Manager at hr@flowtechnology.ie.