



## Proposal Manager (m/f/x) for Medium and Low Voltage Switchgears

ME-Automation Projects GmbH is a 100% subsidiary of Mitsubishi Electric Corporation with headquarters in Kassel. Our core competence are complete solutions for the realization of electrification, control and automation projects. Whether smaller systems or complex turnkey plants - we are passionate about our work and always act as a team. Many long-standing colleagues and a loyal customer base speak for this. Start your career now at ME-Automation Projects GmbH in Kassel or Ratingen or hybrid as:

### Proposal Manager (m/f/x) for Medium and Low Voltage Switchgears

#### Tasks

The main mission of the role is taking over the responsibility of generating bids regarding turnkey project-based solutions in the field of electrical power distribution and conversion including medium and low voltage switchgears:

- | Evaluation and clarification of technical specifications of tenders and assessment of their feasibility given the company's portfolio
- | Preparation and conducting the request for quotation with subcontractors and their technical and commercial evaluation with regard to the tender specifications
- | Accurate preparation of required bill of materials and quantities for electrical systems and solutions
- | Evaluating technical and commercial risks of prepared bids and proposing the respective mitigation measures
- | Support sales responsible in clarification and negotiation of prepared proposals with the customers
- | Support sales responsible in transferring won projects to the project execution organization

#### Profile:

- | University degree in electrical engineering or equivalent
- | Detailed knowledge of power distribution at medium voltage and low voltage levels including power switching, power protection as well as transformer and power electronics (inverter) technologies
- | Knowledge of relevant IEC standards
- | Knowledge of utilities market and other process industries would be an advantage
- | Past experience of generating proposals in the medium and low voltage electrification business
- | Technical knowledge of MV and LV switchgears, MV / LV transformers, drives, frequency converters, protection equipment, emergency power supply systems, harmonic filters and power factor correction equipment
- | Multiple years of experience in solution and project business especially in startup and growth cycles
- | International work experience and exposure
- | Focused on business results and customer value creation
- | Cross-functional collaboration skills
- | High level of inter-cultural sensitivity
- | Fluent in business English, knowledge of German is desirable, mastery of additional languages will be a plus

#### Benefits

- | Working in an internationally active company
- | Hybrid working models, flexible working hours
- | Working independently
- | Good development prospects and a wide range of training opportunities
- | Attractive remuneration
- | Social benefits, company pension scheme
- | Employee events
- | Free parking in front of the company building

#### Are you interested?

We are looking forward to receiving your application documents, stating your possible starting date and salary expectations, by email to: [bewerbung@me-ap.de](mailto:bewerbung@me-ap.de).

If you have any questions, please do not hesitate to contact us by phone: +49 (0)561 - 585 40.

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