



Innovative Electronics For You

M. B. Control & Systems Pvt. Ltd.

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Registered & Corporate Office

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M.B. Control & Systems Pvt. Ltd. (MBCS), is an ISO-9001 company. Since our inception in 1983, we have been committed to provide innovative electronic systems and equipment for control and monitoring of industrial processes. Through the years, MBCS has become a Powerhouse and is synonymous with all Power and Renewable Energy Projects – both big and small.

Our system solutions are suitable for Energy management systems, Weather Monitoring Solutions, Telemetry Systems, Remote Data Collection System, Phasor Measurement Units, RTU Control Panels and Systems, SCADA systems and Sub-Station Automation Systems.

Our team of experts is available to dispense expert technical support, and provide technical solutions to questions ranging from generic to complex. We consider excellence of products and service as a key to gaining customer loyalty and satisfaction. We have pan India presence via dealer and distribution network.

All the products we offer can be viewed on our website www.mbcontrol.com. We have clients such as in power generation (wind, solar, hydro etc.), OEM, Transmission, IPP, CPP, Heavy Industries etc.

Achieve your potential - build an exciting career

Discover the opportunity to join a dynamic, and responsible company that fosters the development of all its people and communities around the world. Every day, we challenge employees to achieve more and experience exciting careers.

JOB PROFILE:

Designation: Proposal Engineer

Department: Sales & Marketing

Reports to: Business Development Manager

The Proposal Engineer acts as a technical resource to the sales team and customers, bridging the gap between technical solutions and client needs. This role ensures the successful delivery of technical products and services by providing expertise during the sales cycle, from pre-sales consultations to post-sales support. This role is integral to ensuring customer satisfaction and driving business success through expert technical guidance and seamless collaboration with the sales team.

The role will work closely with Sales, Engineering, Procurement, Projects, Production, and Management teams to understand customer requirements and develop complete proposals from enquiry through submission and technical clarification

Responsibilities:

Proposal and Tender Preparation:

1. Study RFQs, tenders, technical specifications, BOQs, scope of work, and customer requirements.
2. Prepare technical and commercial proposals in accordance with customer specifications.
3. Develop compliance statements, technical datasheets, system descriptions, and scope-of-supply documents.
4. Prepare technical write-ups, methodology, project schedules, and other proposal documentation.
5. Coordinate with internal departments to obtain technical and commercial inputs.
6. Ensure proposals are complete, accurate, and submitted within stipulated deadlines.

Technical Solution Development:

1. Understand customer requirements and translate them into appropriate technical solutions.
2. Select suitable sensors, data loggers, communication systems, power systems, enclosures, software, and other equipment.
3. Prepare system architecture, block diagrams, BOMs, and preliminary configurations where required.
4. Coordinate with Engineering/R&D for customised or technically complex requirements.
5. Review technical specifications and identify deviations, exclusions, and potential risks.

Costing and Commercial Support:

1. Prepare detailed project cost estimates and preliminary BOMs.
2. Obtain and compare vendor/subcontractor quotations.
3. Coordinate with Procurement for pricing and availability of equipment.
4. Prepare costing, pricing, margins, and commercial comparison sheets.
5. Support the Sales team in developing competitive commercial offers.
6. Identify opportunities for cost optimisation without compromising technical requirements.

Customer and Sales Support:

1. Support Sales during customer meetings, technical discussions, and presentations.
2. Respond to technical queries and requests for clarification.
3. Participate in pre-bid meetings, site discussions, and customer presentations when required.
4. Coordinate responses to customer clarifications and tender amendments.
5. Support negotiations by providing technical and commercial inputs.

6. Maintain a database of submitted proposals, quotations, and tender outcomes

Vendor and Internal Coordination:

1. Coordinate with suppliers and OEMs for technical specifications, compliance documents, lead times, and pricing.
2. Work with Engineering, Projects, Production, Procurement, and Quality teams to validate proposed solutions.
3. Ensure proposed products and systems are technically feasible and commercially viable.
4. Support handover of successful proposals to the Project/Execution team.

Key Deliverables:

- Accurate and timely technical proposals.
- Competitive commercial quotations.
- Tender compliance matrices
- Bill of Materials and costing sheets
- Technical datasheets and product selections
- System architecture/block diagrams
- Vendor quotations and technical comparisons
- Responses to customer technical queries
- Complete proposal documentation and submission records

Skills and Qualifications:

- B.E./B.Tech/Diploma in Electronics, Electrical, Instrumentation, Mechanical, Computer Science, or a related engineering discipline.
- 2–5 years of experience in proposal engineering, tendering, estimation, technical sales, system engineering, or a related field
- Experience in similar field will be an advantage.
- Excellent communication and presentation skills
- Knowledge of Preparation of technical and commercial proposals, RFQ/RFP/tender analysis, BOM preparation and costing, Technical compliance matrices
- Proficiency in relevant software and tools (e.g., CRM systems, CAD tools, or industry-specific platforms).
- Ability to travel to client locations if required
- Experience in a customer-facing technical role.

Location: Head Office Howrah

Contact: info@mbcontrol.com