





**ERA HYDRO BIOTECH**  
**ENERGY PRIVATE LIMITED**

Group Company- HYDRO BIOTECH SYSTEMS

 **Job Opening:** Proposal Engineer

 **Location:** Baner, Pune, Maharashtra

 **Company:** ERA Hydro-Biotech Energy Pvt. Ltd.

### What You'll Do:





- ✓ Evaluate client requirements to determine suitable treatment processes (STP, ETP, WTP, RO, ZLD)
- ✓ Lead the preparation of technical proposals – process design, hydraulic calculations, equipment sizing, BOQs, layout drawings
- ✓ Estimate total project cost (Mechanical, Civil, Electrical & Instrumentation)
- ✓ Ensure compliance with national/international design standards (CPCB, IS codes, CPHEEO)
- ✓ Review and validate technical documents, P&IDs, and process flow diagrams
- ✓ Manage end-to-end proposal cycle from RFQ to final submission
- ✓ Coordinate with OEMs/vendors for techno-commercial offers
- ✓ Negotiate pricing, lead times, and terms to enhance proposal competitiveness
- ✓ Maintain costing templates and pricing models
- ✓ Provide technical support to the sales team during meetings and presentations
- ✓ Assist in client discussions and proposal clarifications
- ✓ Customize proposals to meet client-specific expectations
- ✓ Lead and mentor a team of proposal engineers, ensuring timely and high-quality outputs
- ✓ Collaborate cross-functionally with Design, Sales, Procurement, and Execution teams
- ✓ Continuously improve proposal processes, templates, and documentation standards

## What You Need (Must-Haves):

### Knowledge & Experience

- ✓ 2–6 years in proposal/design of STP/ETP/WTP projects
  - ✓ Bachelor's degree in Environmental, Chemical, Civil, or Mechanical Engineering
  - ✓ Deep understanding of water and wastewater treatment technologies and equipment
  - ✓ Familiarity with CPCB, IS codes, CPHEEO guidelines
  - ✓ Proficiency in AutoCAD (reviewing layouts and P&IDs)
  - ✓ Experience using ERP systems for proposal and quote tracking
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### Skills & Behaviour's

-  Strong analytical, negotiation, and problem-solving skills
  -  Advanced MS Excel skills for estimation and costing
  -  Excellent written and verbal communication
  -  Proactive, self-driven, resourceful, and independent
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 **Apply Now – Reach Out Directly**

 **Call or WhatsApp: 89567 19805**

 **Email: [hr@erahbt.com](mailto:hr@erahbt.com)**