

Role: Head of Proposals, Industrial UK & Ireland

Ref.: HI-020-22

No. of Hires: 1 No.

Required by: (asap)

Area: Tendering / Proposals.

Location: Navan, Co. Meath / However we also have offices based in Loughrea Co. Galway and in the UK.

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Duration: Permanent following 6-month probationary period or extension thereof

Salary: Competitive



### **About Hydro International Ltd:**

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Hydro International was established in 1994 and since this time the company has grown to become prominent leaders in the water and wastewater industry. We pride ourselves on a solution based, customer focus approach in offering turn-key projects to the municipal and industrial sectors. In addition to design, build, operation and maintenance capabilities Hydro International also has an extensive off-site manufacturing and innovation facility based in Navan, Co. Meath. This facility supports our Design for Manufacture and Assembly (DfMA) function as well as our machine building capabilities for water/wastewater treatment and dewatering.

### **The Role:**

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Hydro International is planning considerable growth in the Industrial water/wastewater sector in Ireland and the UK, including the expansion of our fabrication services. We are seeking a suitable candidate for the position of a Proposals Manager, reporting to the Group Commercial Director. The Head of Proposals will play a key role in the company's growth ambition by taking responsibility for coordinating and delivering winning bids for the business in line with group expectations for growth. The role will require a strategic thinker with strong commercial intuition. It is a great opportunity for someone who is seeking to take the next step and join an enthusiastic and ambitious company who are at the early stages of a well-invested growth strategy.

### **Main Duties and Responsibilities:**

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The main duties and responsibilities of the Head of Proposals, Industrial UK & Ireland are outlined as follows:

- Managing opportunities from prequalification through to contract award, including
  - Identifying value proposition and win themes
  - Developing winning commercial strategies
  - Managing quality /technical and price submissions
  - Contract review and risk management, clarifications, customer interviews
- Full responsibility for the quality and standard of all bid submissions and that technical and commercial marks are maximised
- Ensure timely delivery of compliant and commercially sound bids
- To achieve a win rate and backlog in line with company expectations

- To actively target and analyse leads and opportunities to ensure bidding activity is in line with overall group strategy and target backlog ambitions
- Manage all pre-contract activities and be a senior point of contact for customer procurement teams and any key partners / supply chain throughout the bid process.
- Ensure design / estimating teams are challenged to bring value into the bid
- Ensure we are getting best-value from our supply chain
- Manage bid qualification (bid go / no go) processes and make considered recommendations
- Coordinate inputs from a variety of stakeholders, typically involving contributions from design and project delivery teams
- Develop and structure an industry leading proposals team
- Preparing and reviewing the commercial aspects of the bid, ensuring all services are included in the final price to the customer
- Provide key input into business strategy and business development
- Full responsibility for managing the department budget
- Understand and resolve complex technical, strategic, and business issues
- Ensure continuous improvement processes are implemented and adhered to including post-bid reviews with customers, post contract award
- Ensure post-contract award processes are adhered to and including handover to delivery teams
- Support business development activity including attending prospective client meetings and presentations
- The review and improvement of bid procedures and governance processes

#### **Knowledge, Skills and Experience:**

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- Minimum 10 years proven capability in delivering successful bids for major construction projects in the Industrial sector
- Ideally has a background in the Irish and/or UK water sector and experience of bid management from opportunity identification through to bid submission
- Demonstrable track record in providing valuable leadership on opportunity identification, win strategies, commercial strategies, and solution design
- Will be fully conversant with the competitive marketplace
- Excellent presentation and customer-facing ability
- Exceptional commercial intuition and risk management skills
- Has the ability to manage complex, multi-workstream opportunities.

- Experience in implementation or improvement of processes and procedures to ensure efficient working
- Degree in either Engineering or Quantity Surveying

**Role Location:**

Hydro international have offices In Navan Co. Meath and this is the ideal location. However, we also have offices based in Loughrea Co. Galway and in the UK.

**What we can offer you**

- Competitive Salary
- Incentivisation bonus linked to KPIs
- Opportunity to join an ambitions company at the initial stages of their growth plan
- Career development

**How to Apply:**

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To apply for a position please send a CV and cover letter to [Recruitment@glanagua.com](mailto:Recruitment@glanagua.com) quoting the job reference number in the title of the email.

Alternatively apply by post to HR Manager, 20 Mullaghboy Industrial Estate, Navan, Co. Meath, Ireland, C15TK63. As with application by email please quote job reference number in the title of the letter.

*Hydro International Limited is an equal opportunities employer.*