

<b>JOB TITLE</b>	<b>Proposal and Sales Engineer</b>
<b>LOCATION</b>	Headquartered in Rome (Italy) – Abroad Required availability for short assignments abroad on a short notice.
<b>DESCRIPTION</b>	<p>The successful candidate will be part of a multidisciplinary multi-cultural sales and proposal team. He will be responsible to develop cost effective technical solutions and/or lead technical team to respond to international Tenders in the business of Telecom and Security solutions in the markets of Energy, Critical Infrastructure and Defense.</p> <p>The successful candidate shall have preferably a previous experience in one of the following disciplines:</p> <p>Security Systems (CCTV, ACS, IDS, etc) Telecommunication Systems (Data Network, Radio Transmission)</p> <p>Required activities under this job role:</p> <ul style="list-style-type: none"> <li>• Analysis of the Tender documentation taking note of critical items</li> <li>• High level System Design</li> <li>• System optimization</li> <li>• Reading commercial and technical documents of bid specification taking note of critical items</li> <li>• Identify winning solutions</li> <li>• Interface to Vendors and Subcontractors</li> <li>• Preparing Cost Estimates based on result of detailed technical and commercial evaluation of the solutions</li> <li>• Submission of the Proposal as per due date and in compliance with the Tender Requirements</li> <li>• Travel to meet Clients or Vendors</li> </ul> <p>The successful candidate will be required to participate in meetings with customers, consultants, manufacturers and other technical personnel and shall therefore have good relational skills. The successful candidate shall have capacity to work under pressure and respect tight deadlines</p>
<b>EDUCATION</b>	Master degree in Telecommunication/Electronic Engineering (Laurea specialistica) or equivalent (mandatory)
<b>CERTIFICATION</b>	Relevant certifications (preferred skill)
<b>EXPERIENCE</b>	4 + Years in similar environment

<b>LANGUAGES</b>	English (fluent written and spoken) is mandatory.