2 November 2012 / nr. 14-2012

Within Eaton's Electrical Services & Systems business unit we have vacancy for a:

Quotation Engineer

The Quotation Engineer analyzes, evaluates, calculates and quotes complex customized systems for customers in the Europe Middle East and Africa Region in consultation with the responsible Technical Specialists, Country Sales Organization and/or Regional Marketing Management. Supervises multiple quotation processes simultaneously of which time and financial size may vary substantially. Orders and/ or projects are Engineering to Order (ETO) in nature and are implemented within one or more plants (Hengelo, Abu Dhabi, Birmingham and/ or Brussels) of the Business Unit Electrical Services and Solutions (ESS) or third parties.

Job responsibilities:

- Calculation and preparation of commercially suitable tenders in coordination with the responsible Sales and/or Regional Marketing Management.
- The timely collection of all intern and extern information so the tender is timely send.
- Substantive explanation of the tender (bid clarifications) where necessary on site.
- Capturing all tenders related data in accordance with applicable guidelines and procedures in the appropriate systems.
- Managing the customer relationship during the proposal process, doing the initial telephone follow-up of tenders.

Training, knowledge and experience

- Electrical engineering at a higher level
- Depth knowledge of Eaton's product range regarding Low Voltage Systems, Medium Voltage Systems and Services
- Broad knowledge of the product range of other Eaton divisions
- Applicable norms, standards, procedures, guidelines and business rules Eaton
- At least 3-5 years relevant related technical experience and Electro-technical knowledge at vocational level
- Application knowledge of distribution
- Bid Manager: calculation and quotation tool
- Knowledge of Incoterms and payment
- International standards; requirements, laws and regulations
- Knowledge of the English and German language in word and written is required, Dutch is preferred

The travel required will be up to 10%.

Information:
For more information about this vacancy, you can contact Laurens Scholten tel.: 074-2464577.
You can apply through www.eaton-jobs.com (**Req. Number: 54620BR).**

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