

## Proposal Development Manager

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Company: Faststream Recruitment Group

Location: United Kingdom

Category: other-general

### Job Description

This is your opportunity to join **Silverstream Technologies**, a market leading clean technology company standing at the forefront of ship efficiency solutions and maritime decarbonisation. **Silverstream** are dedicated to delivering cutting-edge technology to reduce fuel burn and harmful emissions from oceangoing vessels. As they continue to grow, they are seeking a **Proposal Development Manager** to contribute to their success.

**Reporting To** : Vice President of Sales

**Location** : London / Southampton office including Hybrid Working.

You will be leading a team of Proposal Development Engineers tasked with supporting the customer facing front line sales team with preparation of proposals. You will also negotiate contracts and purchase orders for the Silverstream System with the specialist contracts team. You will ensure the Company policy is followed, and all relevant internal approvals are obtained prior to submission of proposals and acceptance of orders.

### Experience / Qualifications Required:

Experience leading a proposal development team, preferably within the marine equipment supply market.

Degree in Engineering or a relevant subject.

Good knowledge of contract terms and experience of negotiation.

Cost estimating experience.

Have a strong customer focus, be personable and presentable and be able to work effectively with internal and external customers.

Experience of supporting engineering input to marine equipment bids and projects involving system integration.

A clear and demonstrable history in supporting the delivery of engineering expertise to projects with mechanical, electrical and automation elements.

Knowledge of marine classification society rules

Resilient, self-aware and motivated.

Team worker and able to work without close supervision, often remotely.

Excellent organisational, reporting, presenting and time management skills.

Decisive and action oriented.

Ability to multi-task on a variety of projects to strict time scales.

**Benefits:**

Flexi-Time with your working hours

Hybrid Working

Workplace Pension Scheme

Life Assurance Cover

Private Medical Insurance

24/7 GP Access and Mental Health Support

Eyecare Vouchers

25 days Annual Leave + Public Holidays

Company Sick Pay

Discounted Gym Membership

### **How To Apply:**

If this is the role for you, please submit your CV by clicking the Apply for this job.

Please note if you are applying from outside the UK, you must be willing to relocate and have the rights to live and work in the UK.

### **Interview Process:**

Successful candidates will be taken through a 3 stage interview process with Silverstream:

1st Stage Interview - Completed via Teams

2nd Stage Interview - Completed at their London HQ Office

3rd Stage Interview - Completed at their London HQ Office

*Note: All successful applicants will receive contact from Faststream before submitting your CV to Silverstream.*

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### **Cross References and Citations:**

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