Proposal Engineer

Date: 30 oct. 2026

Lieu: Seraing, BE - Belgique

Entreprise: John Cockerill

Are you ready to contribute to high-impact, international energy projects shaping the future of low-carbon industry?

Driven since 1817 by the entrepreneurial spirit and thirst for innovation of its founder, the John Cockerill Group develops large-scale technological solutions to meet the needs of its time: facilitating access to low-carbon energies, enabling sustainable industrial production, installing critical infrastructures.

Its offer to companies, States and communities consists of services and associated equipment for the sectors of energy, defence, industry, the environment, transports, and infrastructures.

With over 8,000 employees, John Cockerill achieved a turnover of €1.417 billion in 2024, operating in 28 countries across 5 continents.

John Cockerill Energy is a global technology leader with over 200 years of expertise in steam generation and thermal engineering, specializing in the design and supply of heat recovery steam generators, cooling towers and air-cooled condensers under the Hamon® brand. Leveraging strong engineering capabilities, the company also delivers high-value aftersales services such as re-engineering, technical assistance, inspections, upgrades and lifetime assessments.

Committed to the energy transition, John Cockerill Energy develops integrated, engineer-driven solutions combining renewable generation, energy storage and advanced Energy Management Systems (EMS).

John Cockerill Energy – The Power to Change the World.

Why join John Cockerill Energy?

- **Meaningful impact**: contribute to projects supporting decarbonisation and sustainable industry
- **Hybrid engineering role**: combine proposal, process engineering and test activities
- **Unique technical environment**: work with in-house testing facilities (rare in the industry)
- **International exposure**: participate in large-scale projects worth several million euros
- **Long-term development**: a real entry point towards Project Engineer / Project Manager roles

Your role

As a **Proposal Engineer**, you will play a central role in the development of technical offers while contributing to process engineering.

You will act as a key interface between commercial, technical and operational teams, ensuring that proposed solutions are robust, competitive and aligned with client expectations.

Your key responsibilities

Essential Duties and Responsibilities

- Learn and follow all ISO processes and procedures. This position collaborates with the Sales Managers to
  sell products and services by using technical, organizational and customer knowledge to develop
  technical proposals
- Upon receipt of the Request of Quotation, develop innovative solutions that fulfill the requirements of the
  customers, lead negotiations with customers to identify and agree on technical requirements and close a
  signed contract
- Meet Sales and Technical targets while complying with corporate guidelines for price/margin, schedule
  and design accuracy

Sales Contacts

- Assist the Sales Managers with the preparation of presentations, qualification documents and sales
  materials for potential customers
- Keep up to date with market research to identify current and potential customer needs and develop
  effective applications of products and services
- If appropriate, suggest product improvements directly to the Sales Managers
- Evaluate product and service marketability in terms of customers' technical and manufacturing needs
- Promote the John Cockerill Group to any potential customer, and promoting your projects to employees,
  customers and internal suppliers

Sales Process

The development of quotations for HRSG and OTB is handled jointly by a team consisting of
- A Sales Manager, in charge of commercial aspects
- A Proposal Engineer, in charge of technical aspects
In that purpose the Proposal Engineer analyses the technical specifications of the tender and highlights
relevant information to define equipment and services.
The Proposal Engineer is responsible for the preparation and the assembly of the technical offer including
the definition of the Performances and Guarantees, the definition of the Scope of Supply and Services, the
verification of Overall Layout and Process P&ID, the definition of Technical Clarifications and Deviations to
the call for tender.
The Proposal Engineer updates the technical offer and follows-up the modifications of the estimate
according to the clarification meetings with all stakeholders.
The Proposal Engineer is in charge of the negotiation with the client for the preparation of the technical
documents of the final contract
To Achieve this assignment, the Proposal Engineer

- Coordinates and manages, with the assistance of the appropriate departments (electrical, mechanical,
  thermal, process, instrumentation, quality control ...), all bid preparation and bid strategy activities to
  satisfy technical optimization, estimating, scheduling and risk management requirements.
- Validates Weights and Costs of the solution in conjunction with the Estimating department
- Assures the quality of the proposals by reviewing and evaluating the proposals with respect to Company
  requirements, contract issues and business risk. Identifies and manage the risks and opportunities
  associated to the proposal project, define mitigation and avoidance strategy
- Provides general assistance for development and maintenance of processes, standards and procedures
  that will assure consistent proposal execution
- Is proactive in the Return of Experience process : Meets the execution and engineering teams, analyses,
  formalizes and implements REX
- Supports the Sales Manager in meeting proposal schedules and workflows in a cost efficient and
  effective manner
- Assists management in the coordination of resources such as engineering, sales, drafting/design and
  estimating to develop a technical and commercial proposal that complies with Company standards and
  meets the needs of the customer. Ensure fair market prices are used to develop the costs of the project
  Once a contract is awarded, provide support to all departments as needed

Your profile

Experience & technical skills

- Master's degree in Engineering;
- Minimum three years' experience in a mechanical related industry, HRSG, boilers
- 5+ years of experience preferred in implementing capital goods projects, in the energy field
- Must be able to effectively read and understand mechanical, electrical and process drawings.
- Technical orientation with knowledge of building machines and mechanical and thermal processes
- Excellent verbal and written communication skills. Ability to explain and defend technical solutions and
  proposals in front of potential customers
- Detail oriented with excellent organizational and time management skills.
- Gifted with a strong and autonomous personality and interested to work independently, in a multinational environment and in liaison with our team in Belgium
- Be a good problem solver
- Available for temporary short-term assignments abroad
- Proficient with Microsoft Office Suite including Word, Outlook, Excel (Spreadsheets, Charts/Graphs,
  Macros (not required but a plus))

Languages

- Fluent in **French and English**

What we offer

At John Cockerill, we deeply value your contribution:

- Attractive salary package with **many extra-legal benefits** (company car, insurances, bonus, etc.)
- Comprehensive onboarding and **long-term training path**
- A stable environment with strong career development opportunities
- Exposure to **large-scale international projects**
- Flexible work arrangements, including 1 day of remote work per week

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The recruitment process

Ready to take on this exciting challenge and contribute to the future of energy?

What are the next steps?

- Initial call with the Talent Acquisition Team
- First interview with Emmanuel
- Second interview with the Proposals Manager

Is it a match between you and John Cockerill? Let’s build the future together.