

Is your future in water?

Then you might be the colleague we're looking for!

Proposal Engineer (Water Treatment)- Pune, India

Fulltime | Pune, India | International Engineering Projects

As a Proposal Engineer in our Pune (India) team, you translate customer requests into technically sound and commercially accurate proposals for water treatment installations (5–1000 m³/day), often for high-spec Oil & Gas, Offshore, and Maritime environments. After a project is awarded, you provide project engineering support to ensure a smooth and consistent transition from proposal to execution, working under strict technical, quality, and documentation requirements. You collaborate closely with Sales, Engineering, Procurement, and Projects as part of a small, multidisciplinary team.

What will you be doing?

Proposal & quotation phase

- Analyse customer enquiries, specifications, and tender documents, often issued under high-spec Oil & Gas / Offshore standards, and translate them into technically robust proposal concepts.
- Prepare detailed technical and commercial quotations, including system configurations, scope definitions, assumptions, and exclusions.
- Develop accurate and transparent cost and price calculations, covering equipment, engineering, manufacturing, logistics, commissioning, FAT, and risk contingencies.
- Coordinate inputs from Engineering, Procurement, Service, and Projects to ensure proposals are complete, compliant, and executable.
- Ensure compliance with stringent customer requirements, class rules, and industry standards.
- Identify technical, commercial, and execution risks early in the proposal phase and ensure these are clearly documented and correctly priced.
- Support Sales during clarification rounds and technical negotiations with customers.

Project engineering support (post-award)

- Support the project team after contract award by providing technical continuity from proposal to execution, particularly for high-spec projects.
- Assist with project engineering activities such as reviewing process concepts, system layouts, P&IDs, component selections, and material specifications.
- Support preparation, review, and verification of engineering deliverables, datasheets, and documentation packages.
- Act as a technical reference for the project team, ensuring execution aligns with the agreed proposal and specifications.
- Support scope changes and variations by assessing technical, cost, and schedule impacts.

Continuous improvement

- Contribute to improving and standardising proposal templates, costing models, and engineering handover processes, with specific attention to high-spec project requirements.

Who are you?

- Proven experience in proposal engineering, cost estimation, and/or project engineering within a technical or industrial environment.
- Demonstrated experience working on high-spec projects, preferably in Oil & Gas, Offshore, or Maritime sectors.
- A background in water treatment, process engineering, or mechanical engineering is a strong advantage.
- Strong understanding of working under strict specifications, quality, and documentation requirements.
- Ability to combine commercial accuracy with detailed engineering insight.
- Strong analytical skills and high attention to detail.
- Comfortable working with cross-functional, international teams.
- Fluent English, spoken and written.

What do we offer you?

- A competitive salary package
- The opportunity to work closely with our international team
- Learning and development opportunities through the Hatenboer-Water Academy
- A dynamic role within a globally operating organization
- An open and supportive work culture

Who are we?

Hatenboer-Water BV, based in Schiedam (The Netherlands), has been “fresh in water” since 1906. With around 90 enthusiastic colleagues in Schiedam and offices in Singapore, Dubai, Houston, Hamburg, and Aberdeen, we deliver high-quality solutions, services, and products. Engineering, R&D, production, marketing, and sales are all handled in-house, supported by — and in cooperation with — selected partners where needed.

Our employment basics

- A company laptop
- A competitive salary with solid secondary employment conditions
- An open culture and a motivated team
- The surprisingly versatile world of water!

Interested?

Are you ready to use your skills to contribute to our international growth? Send your CV and motivation to **hrm@hatenboer-water.com**.