

## Proposals Engineer Livingston

### GLOBAL OPPORTUNITY:

The *Internet of Things* (IoT) is disrupting industries on a global scale. It enables a step-change in the way we organise, from work practices and leisure activities through to how industry is run. At the same time, we face many challenges relating to our environment, and it is accepted that we cannot continue using the planet's resources in the way we have been doing since the previous industrial revolution. IoT technologies are widely regarded as key to delivering the improvements needed for environmental protection, for society and for industry.

While progress of the IoT revolution has been impressive, to date it has been unable to address the oceans and the underground environment – the ExtremeEdge®. This is because conventional low-cost wireless technology does not penetrate water and ground.

WFS Technologies ([www.wfs-tech.com](http://www.wfs-tech.com)) has developed the building blocks to extend IoT to the ExtremeEdge. Our Seatooth® and TerraTooth® wireless communications and power management underpin Subsea Internet of Things (SIoT®) and Underground Internet of Things (UIoT) – architectures that extend wireless IoT networks seamlessly through water and through ground, providing a low-cost alternative to cables, connectors and buoys.

We deliver SIoT and UIoT products and services to the Ocean Industries and Smart Cities markets. We help our customers to improve safety, improve environmental performance, reduce asset integrity management costs, increase productivity and reduce capital costs. Our innovations and designs are secured by a large patent portfolio.

We are seeking experienced, innovative proposals engineer to join our team to support the design, build and delivery of the latest generation of smart wireless devices and solutions.

This is a unique opportunity to join the world leader in a fast-growing market. This role, based at our Livingston HQ, make a real impact in what will become a global market.

### DESCRIPTION:

To analyse and interpret client requirements and specifications in order to compile accurate, succinct, technically and commercially sound engineering proposals. Working to demanding deadlines whilst maintaining the highest quality standards, you will represent the company at client meetings and participate in business development activities.

## **EDUCATION, KNOWLEDGE, SKILLS & ABILITIES:**

### Must have:

- Proven commercial and technical awareness with proposal/tender writing experience
- IT literacy with sound knowledge of MS office packages and specifically demonstrating advanced proficiency in Excel
- Excellent written and oral communication skills
- Capable of working within a team or on own initiative
- Ability to prioritize multiple projects effectively and work under tight deadlines
- Work closely with the Commercial and Projects Teams to ensure a thorough understanding of the customer needs and solution proposed
- Ability to develop and co-ordinate Contract winning technical solutions considering pricing and Commercial strategy to meet or exceed Customer requirements
- Willingness to challenge convention and explore all avenues to meet Customer expectations and minimise business risk and costs.
- Willingness to maintain and update CRM, suggest and implement lessons learned

### Preferred:

- Technical qualification in Communications, IT, Electronics or Engineering
- Knowledge of Radio systems
- Experience within Subsea, Oil or Defence industries
- Ownership of the production of the proposal documentation in accordance with best practice and business governance processes
- Flexibility to travel to customer meetings as required

## **BENEFITS:**

- Company Pension Scheme
- Company Share Options Scheme
- 33 days holidays per year (inclusive of public holidays)

**To apply, please send a CV and covering letter to: [jobs@wfs-tech.com](mailto:jobs@wfs-tech.com) detailing which position is relevant to your application in the subject line of the email.**