

Potence Controls Pvt. Ltd.

Recruitment Proposal



Join **Potence Controls Private Limited**, a premier ISO 9001:2015 certified manufacturer of Online Water Quality Analyzers. Established in 2005, we bring over 20 years of expertise in delivering customized instrumentation solutions backed by global technology partnerships. With a robust 8000 sq.ft. manufacturing facility in Navi Mumbai and over 5000 successful installations across India, our mission is to manufacture reliable, state-of-the-art analyzers with a sustainable footprint. We pride ourselves on our core values: Quality, Innovation, and being Customer-Centric. Be part of a team that handles critical projects for the who's who in the Industry.

Annexure I

Job Description

Role : Technical Support & Proposals

Job Code : PCPL/TSP/NM/050826

Category	Details
Role Overview	The Engineer / Sr. Engineer for Proposals and Technical Support is responsible for the end-to-end management of the bidding and proposal process for Process Analytical Instrumentation. This role involves deep technical understanding and coordination to ensure that all submissions align with client requirements and organizational standards.
Key Responsibilities	• Prepare comprehensive techno-commercial offers for Online Water Quality Analyzers and Monitoring Systems, ensuring technical and commercial alignment with client RFQs. • Manage and compile critical bid documentation, including Past Track Record (PTR) documents, Compliance Response Sheets (CRS), and technical catalogues. • Coordinate directly with clients to clarify technical offers and negotiate commercial terms like payment, warranty, and delivery periods. • Collaborate with internal departments, including Sales, Service, and Accounts, to ensure feasibility and smooth transition from proposal to order execution. • Participate in technical discussions and provide pointwise replies to client queries to successfully close orders.
Preferred Qualifications	• Educational Background: B.E. / B.Tech in Instrumentation, Electronics, or related engineering fields. • Experience: - Engineer - 4 to 6 years - Sr.Engineer - 6 to 8 years

Category	Details
	Skills: Proficiency in managing EPC & EU responses, Documentation and familiarity with GeM tender processes.
Salary	Typically ranges between - Engineer - ₹4 LPA to ₹5.5 LPA - Sr.Engineer - ₹6 LPA to ₹7.5 LPA
Incentives	Variable performance-based incentives are typically offered at 10-15% of the annual salary.
Work From Home (WFH)	WFH is permitted for specific locations after an initial one-month training period at the office. For specific cases, a hybrid model of 2-3 days WFH per week may be accommodated at Management Discretion
Vacancies for this position	As Per Email
Job Location	As Per Email