



## Polysolar B103 – Proposals engineer

Polysolar is an award winning Cleantech business from Cambridge providing unique transparent photovoltaic glass for integration into windows, canopies, and building facades. Our products and technology are being deployed today to meet the growing demand for energy efficient buildings and infrastructure. Our certified products make a positive impact on climate change and will become a significant source of renewable energy in the future.

Now expanding into the emerging EV Infrastructure market, where our range of products are being deployed to help grow the electric economy. This is a significant opportunity to join one of the most innovative companies in the sector. You will work with the leadership team to lead tendering activities for the EV Infrastructure range of products.

You will be based in our Cambridge office and will have responsibility for all tenders in this area.

We expect you to have Photovoltaic experience or similar experience with electrical systems, EV charging and battery storage etc.

### Main Responsibilities:

- Overall responsibility from proposals generation to order confirmation
- Proposals writing for a range of Photovoltaic glass products
- Establish optimal technical/commercial offering for each project to meeting client requirements
- Liaise with technical team to generate effective proposals
- Liaise with clients to support development of proposal inc meetings, presentations, CPDs etc.
- Preparation of all costings and supplier quotations
- Closing out main commercials, T&Cs and/or contract negotiations prior to handover
- Effective handover package to projects team
- Overall responsibility for meeting tendering targets
- Targeting RFP and completing pre-qualification process
- Sales forecasting and management of tendering resources
- Continuous improvement of technical/commercial proposals
- Deliver orders against your targets and expand our pipeline.

### What We Offer:

- An exciting career move to work with a leading innovator in the architectural PV/ EV glazing sector
- Financially strong company.
- Strong team culture and access to leadership. Your input will be valued here and you will grow with us.

- Competitive salary/Bonus/benefits/Shares options considered

Job Qualifications:

- Experience in managing and securing multiple proposals
- Related product experience in leading solar PV/ EV charging/Specialist building envelopes
- Confident, dynamic, active and enthusiastic personality
- Excellent communication and reporting skills.
- Proactive approach to managing
- Architectural/Technical/Electrical/mechanical background, preferably to degree level +
- You will probably be interested in architecture or green energy .You are aspirational and want to contribute to the strategic direction of the company.

Contact our COO Aidan Cumiskey at [aidan.cumiskey@polysolar.co.uk](mailto:aidan.cumiskey@polysolar.co.uk)

Confidentially guaranteed.

Job Type: Full-time

Experience:

- Technical sales role 2-3 years
- Client facing specification role 1-2 years

Licence:

- Driving License

Language:

- English