



JOB DESCRIPTION

Job Title: Proposal Engineer

Department: Engineering

Reports to: SVP Global Engineering

Location: Tampa, FL

Type/Compensation: Job Full Time - Exempt

Seven Seas Water Group

Seven Seas Water Group (www.sevenseaswater.com) is a portfolio company owned by investment funds managed by Morgan Stanley Infrastructure Partners (“MSIP”). Seven Seas Water Group operates two businesses within the water infrastructure space. Seven Seas Water, which provides water treatment and desalination for governmental and industrial customers in Latin America and the Caribbean, and the AUC Group (www.aucgroup.net), which provides decentralized wastewater treatment plants for industrial and municipal customers in the United States. Seven Seas Water delivers ~18 Bn gallons of clean water annually. We operate 11 water treatment plants internationally. We have more than 140 wastewater treatment plants under lease in the United States with property developers, municipal customers and utility districts. We consistently maintain a +97% plant availability for our customers.

Morgan Stanley Infrastructure Partners (“MSIP”) is a leading global private infrastructure investment platform. Founded in 2006, MSIP has made over 30 investments across its three flagship, closed-ended funds. Since inception, MSIP has had more than \$13 billion in commitments. For further information about Morgan Stanley Infrastructure Partners, please visit www.morganstanley.com/im/infrastructurepartners.

The Role

- The Proposal Engineer will be responsible for supporting the Business Development (sales) team of the company with proposal engineering support for the design, construction, refurbishing, and commissioning of reverse water and wastewater treatment plants.

Essential Duties and Responsibilities include the following:

- Work with all portions of the organization including engineering, business development, operations, EHS and finance to prepare bids for the company.
- Physical preparation of bid packages including ensuring completeness of bid packages and completeness of bid responses.
- Monitor and track all bid activities both internal and external to the company.
- Review all incoming bids of the company and track, assign and monitor that all requirements of bid are completed on schedule.

- Assist business development efforts in researching opportunities and performing feasibility analysis of proposed bids.
- Support M&A due diligence activities by reviewing data room technical documents and preparing any proposal packages that result.
- Work throughout the organization to improve company bid responses.
- Technical knowledge of seawater and brackish water reverse osmosis technology and applications, domestic and industrial wastewater treatment technologies, and related water industry technologies, trends, and standards.
- Direct and approve the work of mechanical AutoCAD designers completing mechanical and process drawings for bid preparation.
- Work with process engineers to ensure that designs for plants including PFD and P&ID drawings are completed, as necessary for bid preparation.
- As required, assist Business Development with costing on new plants proposed by the company.
- Candidate will work on a proposal under direction of BD team with support from engineering staff and management.
- Physically prepare, ship and track bid packages to customers.
- Follow-up with customers to ensure bid arrival, acceptance, and outcome.
- English fluency required; Spanish fluency desired.

Qualification/Requirements:

- Strong technical skills in essential business programs, such as: AutoCAD, Adobe InDesign, Word, Excel, PowerPoint.
- Strong interpersonal skills and ability to work with multiple teams.
- Ability to work independently, demonstrated self-starter.
- Excellent communication skills both verbal and written.
- Experience in the water treatment industry, to include experience with reverse-osmosis system design; sea water reverse osmosis (SWRO) is preferred but not required.

Education and Experience

- Minimum of a Bachelor's degree in an engineering discipline required.

How to Apply

We recognize that our people are our strength and the diverse talents they bring to our global workforce are directly linked to our success. We are an equal opportunity employer and place a high value on diversity and inclusion at our company. We do not discriminate on the basis of any protected attribute, including race, religion, color, national origin, gender, sexual orientation, gender identity, gender expression, age, marital or veteran status, pregnancy or disability, or any other basis protected under applicable law. In accordance with applicable law, we make reasonable accommodations for applicants' and employees' religious practices and beliefs, as well as any mental health or physical disability needs.

Equal Opportunity Employer/Disability/Veterans.

Applicant will be required to verify identity and eligibility to work in the United States and to complete the required employment eligibility verification form upon hire.

