
ELV, FIRE, SECURITY, ICT, & TELECOM

Position: Engineer- Design & Estimation
Reporting To: SM/GM/Director
Location: Bengaluru, India

This position primarily focusing on Prebid Engineering and Solution Management for Innovative & Custom fit engineered solutions and identify manufacturing potential especially on Software/Platform for AIGENISS to brand and promote within ICT and Telecom platform on AI/IoT.

Managing all products and systems offered by AIGENISS and managing all key technicalities in all aspects. Products and Systems includes Smart Security Surveillance, Advanced VMS & Storage, Automated Access Control, Innovative Visitor & Time Management, AI Tools & IVA, PSIM, PIDS, Gates and HVM, Control Rooms, Structured cabling, and Networking etc. Added advantage on Industrial Telecom experience for large O&G and Industrial projects.

Sales Dept Technical Activities: Technical Authority for the Sales Department in all aspects, sign off Technical Bid, Proposal Prebid Engineering works, Technical Presentations and Technical Negotiations. Also responsible for Mockup/POC/Demo/Testing the products and its performances to approve promoting for Sales.

Identifying products and various innovative industry leading solutions that most fit for the project and client specific requirements, with required technical evaluations, tests etc.

Attending all OEM meetings for technical aspects and liaise with them and supporting Sales Team for technical guidance and recommendations as required. Engage OEM for all technical meetings and presentations.

Lead all Exhibitions and Marketing campaigns for technical aspects and support Sales Dept as required.

Design and Estimation: Managing OEM for Design and Estimation [for both pre-bid and post award] for customer specific applications using [SWH CCURE9000](#), [Lenel OnGuard](#), [Milestone XProtect Corporate](#), [Genetec Security Center](#), [CEM AC2000](#), [Gallagher Command Center](#), and [PSIM products \[Everbridge/Vidsys or similar\]](#)

KEY ROLE WITH SALES DEPARTMENT

- 1. FEED DESIGN AND ITS DOCUMENTATION**
- 2. CONSULTANCY [RISK ASSESSMENT AND MITIGATION WORKS, ALL RELATED DOCUMENTATION**
- 3. POC/MOCKUP, DESIGN ENGINEERED SOLUTIONS**
- 4. PREBID DESIGN PACKAGES INCLUDING SOLUTION, DESIGN, DETAILED BOM, SCHEME DRAWINGS, ESTIMATION AND PREPARING TECHNO COMMERCIAL PROPOSALS**
- 5. TECHNICAL AND SOLUTION PRESENTATIONS**
- 6. TECHNICAL TRANSFER TO PROJECT TEAM WITH ALL DETAILS**
- 7. MAS SUBMISSIONS AND NEGOTIATIONS FOR TIMELY AND OPTIMIZED SOLUTION APPROVALS**
- 8. PREPARING THE ENTIRE POST AWARD DETAILED DESIGN PACKAGE AND ASSISTING PROJECT TEAM FOR DESIGN AND PROCUREMENT PHASE.**

This position is specialized for Integrated Security and ICT Solutions offerings including entire ELV systems, ICT & Telecom Systems for Pre-Sales Bid Design Engineering.

Design includes all pre-bid Engineering as per Industry standards, Detailed BOM, Estimation and Preparing complete bid.

Identifying suitable product offerings, all related design drawings.

MAS related works

Responsible for Post award detailed engineering, shop drawings, Technical Submittals, and MAS

This position required extensive knowledge and up to date market innovations to lead our solutions and first in kind for the market.

Pre-Bid Prelim & Post Bid Detailed Design Engineering & Estimation of ELV Systems

1. Lead Pre-Sales focal point for ELV Systems, Security, ICT and Telecom Solutions.
2. **Pre-Bid Engineering and Estimations:** To prepare pre-bid engineering and BoM, and optimized Estimations.

3. **Post Award Detailed Design Engineering:** Take full responsibility for project engineering activities and ensure that all engineering functions are completed in a timely, efficient manner and to the client's satisfaction as per Industry standards.
4. **Pre-Sales Engineering support:** Support and assist the Sales team preparing technical proposals and bid documents.
5. **System design drawings:** Generate and develop system block diagrams, system single lines, and rack elevations.
6. **Procurement:** Validate equipment specifications and assist the Project Manager with purchasing activities if required

Support Role

1. **Installation:** Provide engineering support if required during the Installation works. Ensure conformance to quality standards.

DESIGN EXPERT CONSULTANT

This position requires 100% expertise on Design & Estimation works of Integrated Security and Communications, ELV systems includes IBMS, ICT and Telecom Systems in accordance with international standards and in meeting end-user requirements including infrastructural requirements.

KPI- Annual Appraisal Evaluation Criteria

K.P.I s	Target % age
Quantitative (80%)	
Successful Technical Design and Solutions, for Bids to become T I and LI bids, that best suits for the project.	35%
Identify vendors and OEMs for partnership and represent, succeed with clients for PoC/Mockup, convert project cases. To keep up required certifications for design and products, Attending Vendor training and seminars	15%

Optimized Engineering in meeting local and international standards with appropriate design for a successful bid with detailed and accurate BOM, Design documents as required.		
FEED works and support the Engineering consultants/spec projects in early design stages and propose appropriate solution from the layouts and site requirements specific to the industry and its standards. Spec the project and position our OEMs in the project	5%	
Identifying Innovative solutions and its manufacturing arrangements to brand for AIGENISS for such solutions	10%	
Managing Technical presentations and TQs from clients/consultants and to have successful conversion and MAS approvals	5%	
Post Award Detailed Engineering and its package [Timely submission and Approvals] with error free design	10%	
Qualitative (20%)		
Interpersonal skills and Teamwork	5%	
Communication: Interaction with Customer, Presentation skills and interaction with suppliers. Customer & OEM Satisfaction on our technical expertise	5%	
Dependability: To manage all tasks without supervision and taking accountability	5%	
Attitude, Accountability, Integrity and keep up company values	5%	

Candidate Profile

Qualification	BE Graduate [EIE/ECE/EEE/IT]
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Experience	3-5 Years in similar work experience in Design, Application, and Estimation of ELV, ICT and Telecom Systems with reputed System Integrators in this field.
Salary and Benefits	As per Industry Standards. Salary is not a constraint for the right candidate.