

Ethan Brandt

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SUMMARY

Proposal engineer with 6 years in applications and proposal engineering for industrial equipment sold to oil, gas and chemical customers. Reads specifications, handles cost estimating in Excel and drawings in AutoCAD, and writes clear technical and commercial offers, quoting \$85M in compression packages a year.

EXPERIENCE

Proposal Engineer 03/2023 - Present

Gulf Coast Compression Systems Houston, TX

Manufacturer of packaged gas compression and pump skids for oil, gas and chemical customers.

- Develop technical and commercial proposals for 120+ compression packages a year, worth **\$85M** in quoted value.
- Review customer specifications and datasheets, writing clarifications and exceptions lists for every bid.
- Build cost estimates in Excel from vendor quotes, labor hours and margin targets, landing within 5% of actuals.
- Produce general arrangement drawings in AutoCAD for 40 bids a year so customers can confirm skid footprints.

Applications Engineer 06/2020 - 02/2023

Bayou Pump & Valve Pasadena, TX

Distributor of pumps, valves and controls for refineries and chemical plants.

- Sized pumps and valves for 300+ customer inquiries a year using hydraulic calculations and vendor selection software.
- Wrote quotations in Microsoft Word and Excel, raising quote-to-order conversion from 18% to 24%.
- Visited 25 refinery and chemical plant customers with sales reps to confirm site conditions.
- Presented technical comparisons in PowerPoint to customer engineering teams during bid evaluations.

SKILLS

Proposal Engineering
Cost Estimating
Specifications • AutoCAD
Excel • Microsoft Word
PowerPoint
Hydraulic Calculations
Outlook
Attention to Detail

EDUCATION

Bachelor of Science

05/2020
Texas A&M University
College Station, TX
Mechanical Engineering

CERTIFICATES

Engineer in Training (EIT)

Texas Board of
Professional Engineers and
Land Surveyors
08/2020