

Job Title: Vice President of Sales
Location: Arlington VA

About Fluence

Fluence, a Siemens and AES company, is the leading global energy storage technology solutions and services company that combines the agility of a fast-growing technology company with the expertise, vision, and financial backing of two industry powerhouses. Building on the pioneering work of AES Energy Storage and Siemens energy storage, Fluence's goal is to create a more sustainable future by transforming the way we power our world. The company offers proven energy storage technology solutions designed to address the diverse needs and challenges of customers in a rapidly transforming energy landscape, providing design, delivery and integration in over 160 countries. Fluence works closely with customers throughout their journey and provides advisory, financing, and project lifecycle services.

We are currently looking for a Vice President of Sales to join our team in our Arlington, VA headquarters.

Job Description

- Understand the North American Utility markets
- Define & implement strategies to grow the Fluence Energy market share, participating in key tender, with a focus on driving for bilateral deals
- Define the geographical, customer and application relevant win strategies for North America.
- Build the North American Fluence Sales Team, identifying key locations and personnel
- Fulfill the yearly sales Targets in megawatts and revenue.

Qualifications

- Minimum of 10 years of sales experience in the North American market
- Experience with the North American Utility business
- Team leadership or management experience in a new market environment
- Demonstrated experience working energy storage, solar or other power generation
- Ability to solve complex technical problems and communicate results

- Passion for your work, Entrepreneurial drive, ability to prioritize and execute on many tasks in parallel and communication skills
- Desire to take responsibility and initiative
- Willing and able to travel, domestically and internationally
- Strong written and oral communication skills, including the ability to present ideas and suggestions clearly and effectively.

Qualified candidates are requested to submit a resume and cover letter at careers@fluenceenergy.com

Fluence **IS AN EQUAL OPPORTUNITY EMPLOYER** and fully subscribes to the principles of Equal Employment Opportunity, to ensure that all applicants and employees are considered for hire, promotion, and job status without regard to race, color, religion, sex, national origin, age, disability, sexual orientation, marital or familial status.