

Energy Storage Associate

Location: UK, Ireland or Amsterdam

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.

Job Description

World leading Energy Storage technology company requires a passionate individual who is committed to transform the way we power our world and accelerate a sustainable energy future.

The Energy Storage Associate will be a primary interface between Fluence clients in the UK and Ireland with responsibility for the development of sales and project proposals for Fluence energy storage technology and services.

The role supports the regional Fluence sales team who work across UK, Ireland, Middle East and Africa (UKIMEA) directly with developers, utilities and IPPs as well as providing support to strategic partners and sales agents across the region.

This position, reporting into the UKIMEA Market Director, requires an autonomous and pragmatic individual who has experience working in a matrixed and virtual environment, working with multiple stakeholders, working on multiple projects/tasks at one time, and working as part of a global team.

Experience within Energy Storage markets is an advantage but is not mandatory, an agile mindset and comfort working in a fast paced technology led environment is essential.

Responsibilities

- **Opportunity Filtering**
Assessing and prioritising sales leads based on strategic selling criteria, using commercial acumen to identify customer and projects that will lead to feasible energy storage transactions.
- **Technical support on capabilities during sales process**
Support the analysis of customers' needs (from inquiries, tender or based on information from meetings), follow up of prospects and customers via management of internal database.
- **Tender response co-ordination**
Coordinate development of proposals to customers for UK and Ireland, directly or indirectly with the customer to a high standard. Supporting data driven decision making via Salesforce and other reporting/CRM tools.
- **Market analysis**
Develop and maintain up to date knowledge of the fundamentals of electricity markets within the UK & Ireland, regulatory analysis impact and follow up. Strategic analysis of energy storage applications.
- **Stakeholder Management**
Represent Fluence at industry association events, conferences, trade shows and regulatory forums at national and pan national (EU) level.

Experience & Qualifications

The successful candidate will have between 2 to 5 years relevant experience. An ability to interact in a multicultural environment, travel and work under pressure are also very important.

In addition, qualified candidates will have:

- Strong analytical skills and commercial acumen.
- Superior verbal and written communications skills and attention to detail.
- Excellent interpersonal skills and ability to work in a remote team environment.
- Experience with strategic selling and CRM tools an advantage.
- Knowledge of UK & Irish electricity markets, particularly flexibility markets

Education: University degree in Engineering, Economics, Business Administration or other relevant discipline is required. A Master's degree and/or doctorate is desirable.

Languages

Fluent English required, and a 2nd language is advantageous (particularly German, French, Spanish or Arabic).

Travel

The role will include frequent local travel to UK & Irish customers and events and may include some regional travel to Fluence offices in Amsterdam, Netherlands and Erlangen, Germany. Occasional travel to other markets e.g. Fluence's headquarters in Arlington, VA in the USA may also be required.

Local Travel: 35%

Regional Travel: 20%

Global Travel: 5%

Compensation

Compensation for the successful candidate will be competitive and commensurate with experience. Components include a base salary and an incentive bonus.