

Contracting Manager

Location: Arlington, Virginia

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.

The Contract Manager will have a front-line role in negotiating, drafting and administering Fluence's contracts with customers and suppliers. This position offers an opportunity to make a significant contribution to the complex commercial arrangements of a global organization.

You:

- Are responsible, agile, leading and fun. (Hint: these are Fluence's core values, and we mean it. Seriously.)
- Have a minimum of 3 years (preferably 5+ years) experience as a front-line negotiator of complex commercial transactions. A meaningful amount of that experience has involved sitting "first chair" in contract negotiations. You enjoy boring your family and friends with your vast knowledge of payment terms, logistics, warranty clauses and liability limitations.
- Have a minimum of 5 years (preferably 10+ years) experience drafting complex commercial contracts. You eat contracts for breakfast and can write them in your sleep.
- Bring heavy experience in industrial equipment, construction or utility projects. If your experience comes from the renewable energy or energy storage sector, we might think you are very fancy indeed.
- Might be an attorney, or you might not. We care more about your ninja-like contracting skills than the degree you hold. This position will not serve as legal counsel.
- Have excellent judgment, both in business and interpersonal matters, except you like lawyers. You'll be working with the company's lawyers a lot.
- Have impeccable ethics and a commitment to compliance and safety. (We don't make jokes about compliance or safety.)
- Exude strong interpersonal skills, flexibility and a highly self-motivated work style. In a room full of industrial-grade rock stars, you'll blend in like a chameleon.

Responsibilities, on any given day:

- In collaboration with Sales and Commercial Project Management, you will help negotiate equipment sale agreements, construction agreements, procurement agreements and a variety of other commercial arrangements.
- You will have a lead role in drafting the aforementioned contracts, with assistance from the commercial, technical and legal personnel involved in each project.
- You will provide support for the documentation involved in making commercial offers and RFP response.
- You will help to create, manage and update the company's contract templates.
- You will assist in the handover of projects from the contracting team to the implementation team, by properly assembling, archiving and summarizing the documents.

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

Fluence Energy 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