

Business Development Manager of Digital Services

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 Business Development Manager of Digital Services to join our team in our Arlington, VA headquarters.

Job Description

- Lead the identification and creation of new digital service offerings for Fluence.
- Propose and evaluate business models for digital services
- Locate and nurture partnerships that expand Fluence digital capabilities and ecosystem
- Work with existing and new customers and Fluence team to create new offerings
- Use digital service offerings to increase customer retention, improve customer service, and deliver new value insights to customers.
- Deploy improved predictive maintenance, cost reduction measures, or other internal performance improvement with the Fluence Service team
- Create and implement business plans for growing digital services revenues, including growing overall service related revenues

Qualifications

- Bachelor's Degree plus minimum of 8 years related experience

- Experience with digital business models and information-based businesses
- Demonstrated capability to develop paid services and digital toolsets
- Tech savvy, aware of current trends and approaches
- Imaginative
- Naturally ideates solutions
- Understands the difference between customer requests and customer needs.
- Analytic, capable of evaluating business options and creating growth strategies
- Idea evangelist, capable of deep collaboration and communicating new ideas
- Ability to prioritize multiple projects at different life stages to meet deadlines
- Ability to manage internal and external development of services from a technical and business standpoint.
- Strong problem resolution and decision-making skills, creative and resourceful, display sound judgment and demonstrate accountability
- Strong people skills resulting in mutually beneficial long-term relationships
- Self-motivated, ability to drive work both independently and collaboratively toward the successful attainment of company goals and project completion dates
- Ability to work in a time-sensitive and agile environment.
- 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.