

Energy Storage Market Director, Western U.S

Location: San Francisco, California

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.

Fluence is seeking a motivated Market Director with 10 to 15 years of sales or commercial experience to help us grow the western US utility storage market opportunity. You will be responsible for developing meaningful opportunities to deploy energy storage solutions that will create value for our customers.

Key responsibilities:

- Lead sales activities for the western US to utilities, IPPs, and developers.
- Work with Fluence west team, Siemens sales, and other sales channel partners to engage key customers.
- Identify customers, applications, and markets that are an attractive fit for Fluence's energy storage solutions.
- Originate sales opportunities and create strategies to engage customers to build a pipeline of potential projects.
- Negotiate and close transactions for energy storage solutions.
- Represent Fluence at industry conferences and other events.
- Lead efforts with the project management and sales engineering teams to develop compelling offers for key customers.

- Work with market applications team to understand policy, regulatory or other barriers to energy storage market entry.
- Identify, develop, use and improve tools to support sales efforts and improve sales team efficiency including Salesforce
- Report market activities and developments back to the company.

Qualifications:

- Share our team's belief that the work we do improves lives by lowering the cost of electricity, improving the reliability and resiliency of the electric system, and creating a cleaner, more sustainable grid.
- Prefer 10 to 15 years of sales or commercial experience.
- Experience in the electric power generation and/or transmission and distribution industry.
- Knowledge of utilities, independent power producers, and energy project developers in the western U.S.
- Desire to work collaboratively in a fast-paced entrepreneurial environment.
- Comfortable working independently and in a matrix reporting environment.
- Track record of taking ownership over responsibilities and pursuing them diligently.
- Strong presentation, communication, and interpersonal skills.
- Ability to understand and synthesize complex technical and product and information.
- Good analytical and problem-solving skills.
- Ability to create and maintain productive relationships with customers.
- Ability to seek and give advice.
- Bachelor's degree, preferably in a relevant subject (environmental studies, business, economics, engineering, sciences, computer science, mathematics, statistics, etc.) required. MBA or Master's degree preferred.
- Proficiency with Excel, PowerPoint and Word. Proficiency with Salesforce preferred.
- Foreign language abilities, particularly German or Spanish, are valued but not required

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

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