

Market Applications Associate (m/f/d)

Location: Erlangen, Germany (Amsterdam, NL or London, UK)

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.

Why We're Here

Our mission is to create a more sustainable future by transforming the way we power our world. Energy storage is critical to this transformation, yet today the market is fragmented, and customers face the challenge of finding a trusted technology partner amidst conflicting technical claims, inexperienced vendors and installers, and new market entrants with limited power sector knowledge.

Job Description

Do you want to work to transform the global electricity industry? Does commercializing clean energy technologies get you excited? Do you believe that energy storage is the key to a clean energy future? Do you love learning and strive to improve the environment around you? Do you want to work at a collaborative entrepreneurial startup with the backing of two industry powerhouses, AES and Siemens?

Fluence is seeking an energy storage Market Applications Associate to help us grow the global energy storage market opportunity. You will engage in market opening activities to engage with customers, communicate value of storage those customers, perform market segmentation analyses, storage benefit assessment (analytical) and drive policy formation that will enable future growth for storage market.

Key Responsibilities

- Model energy storage project benefits and energy markets; present results to customers and management
- Engage both analytically and at policy level with customers and stakeholders to drive market opening

- Technoeconomic modeling of various use cases including solar + storage, frequency regulation, demand charge reduction, microgrids, and peaking capacity
- Help identify markets, applications, and customers that are an attractive fit for Fluence's energy storage solutions. Present findings to management, customers, regulators and other stakeholders
- Understand and perform market segmentation of key customers by region and application, including working with leadership to develop and implement regional or application specific go to market plans
- Help Fluence transform the way we power our world

Ideal Candidates Will Possess or Have a Desire to Develop

- Experience in energy industry and strong understanding of market fundamentals driving broad investment decisions in the sector
- Experience building and maintaining analytic models. Experience in R, Matlab, Python, or similar (preferred)
- Share our belief our work improves lives by lowering the cost of electricity, increasing electric reliability and resiliency, and creating a cleaner, more sustainable grid
- Demonstrated interest in the energy industry through work experiences, extracurricular activities or coursework
- Desire to work collaboratively in entrepreneurial environment
- Track record of taking ownership over responsibilities and pursuing them diligently
- Strong presentation and interpersonal skills with ability to interface with a strong customer mindset
- Ability to seek and give advice.
- 1-3 years' experience
- Foreign language abilities (preferred)
- Passion for your work, strong communication skills, a positive attitude, structured and dedicated way of working are a matter of course for you

This is how you get in contact with us - simply and directly

fluenceenergy.com

Qualified candidates are requested to submit a resume and cover letter at careersgermany@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.