

## Energy Storage Sales Engineer EMEA (m/f/d)

Location: Erlangen, Germany

### 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

Fluence is looking for an Energy Storage Sales Engineer, to strengthen its Offer Management capabilities in the EMEA region. The role is reporting into Fluence's Lead Sales Engineer, EMEA.

### Responsibilities - challenging and future-oriented

The Energy Storage Sales Engineer will

- Develop a deep understanding for the Advancion and Siestorage energy storage technology platforms and provide sales teams with technical support as well as product configuration guidance / costing to drive successful equipment only and turn key sales
- Assist in the development of sales tools and support materials to streamline and scale sales
- Take the lead in identifying and evaluating proposals from installation contractors and other suppliers to support system integration
- Work with Sales to negotiate technical aspects of contract negotiations
- Support dynamic system modelling efforts to optimize the product offering for target applications and markets
- Capture customer technical and application requirements to help shape the Advancion and Siestorage product roadmaps
- Promote in developing designs to meet applicable local codes and standards

## Skills & Qualifications - solid and adequate

- Bachelors or Masters degree in electrical engineering, preferred with a focus on electrical power engineering with least four year's professional work experience in the power industry
- Ability to solve complex technical problems and communicate results
- Capability to review contracts and technical requirements
- Experience developing technical and financial models using Excel and/or Matlab
- Demonstrated experience working in energy storage, solar, or other power generation
- Knowledge of applicable local standards, codes and regulations
- Previous experience working with engineering firms is a plus
- Passion for your work, Entrepreneurial drive, ability to prioritize and execute on many tasks in parallel and communication skills
- Strong co-ordination and communicational skills
- Effective in a collaborative yet informally structured work environment. Desire to take responsibility and initiative
- Willing and able to travel, domestically and internationally
- Fluent in written and spoken English and German

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

[fluenceenergy.com](https://fluenceenergy.com)

If you want to know more about our company before applying

Contact person of this job advertisement is Mrs. Martina Franz:

[careersgermany@fluenceenergy.com](mailto:careersgermany@fluenceenergy.com)

We value equal opportunities and look forward to applications from people with disabilities.