

Director of Contract Manufacturing

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.

Job Description

This role, as a member of the Fluence's Operations Team, will be responsible for the selection of regional and global outsourced contract-manufacturing parties, and for the development, implementation, maintenance and continuous improvement of Fluence system production strategy.

Responsibilities

- Develop strategies and processes for manufacturing partner evaluation, selection and contracting, in coordination with the Procurement organization
- Develop, manage, and maintain manufacturing partner relationships to ensure long term stability and quality of supply.
- Lead RFP processes for manufacturer selection globally and negotiate key elements of manufacturing agreements
- Define manufacturing and delivery processes between Fluence and manufacturing partners
- Monitor and manage manufacturing partner performance in coordination with development, procurement, and product management teams in accordance with project needs and risk thresholds
- Evaluate suitability and stability of current and potential manufacturers regarding financial health, staffing, quality, throughput, technical capability, and reputation
- Resolve manufacturer issues including corrective and preventative actions and recovery plans

- Support and accelerate business process automation within areas of responsibility
- Manage expansion strategy to other geographies
- Work together with the Procurement and Quality Teams to meet requirements for quality, safety, functionality, and cost

Qualifications

A BS or MS in Mechanical Engineering or a related technical degree (e.g. Industrial Engineering) is preferred. The ideal candidate will have 10+ years of experience in Outsourced Manufacturing, Process Quality, and Supply-Chain Management, including having worked for a mid-size company undergoing rapid growth. Required skills include:

- 12-15 years experience in Manufacturing, Manufacturing Management, Manufacturing Process Engineering
- Experience working with and expanding ERP and related tool sets with integration to outsourced manufacturers.
- Knowledge and experience with ISO 9001/14001 and other relevant standards for global manufacturing.
- Proven ability to learn quickly in a fast moving, dynamic environment
- Willingness to coach and empower people
- Strong commercial negotiation skills and ability to manage high value contracts over time.
- Relationship building and ability to represent Fluence with senior leaders of contracting partners.
- Possesses strong interpersonal communications skills with a proven ability to coordinate with diverse internal and external teams globally.
- Demonstrates sound business judgment.
- Takes individual initiative while being a collaborative team player.
- Works dynamically, across multiple teams and projects concurrently, in a technical business environment.
- Possesses an entrepreneurial drive for getting things done and a “whatever it takes” attitude.
- Has excellent English verbal and writing skills and international experience. Additional languages are a plus

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.