

Lead EPC Estimator, North America

Location: Arlington, Virginia OR Alpharetta, Georgia

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 part of the Fluence Offer Management team, will support Fluence Sales throughout the US and Canada. Major responsibilities include:

- Build and grow the EPC estimation discipline within Fluence.
- Manage the project estimation process and be responsible for timely delivery of estimates to sales groups within the company.
- Take the lead in soliciting and evaluating proposals from BOP contractors and equipment vendors in collaboration with Procurement team
- Develop accurate EPC costs and budgets.
- Support sales during proposal stage by reviewing bid documents, RFPs, preliminary project information, and site characteristics.
- Create Bill of Materials for project cost and construction.
- Develop cost reduction processes and material usage methods to reduce cost of goods while maintaining quality.
- Provide feedback to internal Product and Technology teams to help shape the Advancion® and SunFlex product roadmaps
- Assist in developing designs to meet applicable local codes and standards.
- Develop a deep understanding for the Advancion® and SunFlex energy storage technology platforms and provide sales teams with technical support as well as product configuration guidance / costing to drive successful equipment only and turnkey sales
- Assist in the development of sales tools and support materials to streamline and scale sales

Qualifications

- 10+ years of EPC estimating experience. Energy storage or PV industry experience a PLUS.
- Strong knowledge of industry standard design codes such as National Electric Code, International Building Code, International Fire Code and other standards relevant to the industry.
- Ability to solve complex technical problems and communicate results.
- Strong verbal and written communication skills.
- Ability to review contracts, RFPs and engineering drawings to determine key requirements. Perform take offs from drawings and specifications.
- Proficiency with estimating software tools and costing databases.
- Entrepreneurial drive and ability to prioritize and execute on many tasks in parallel.
- Willing and able to travel, domestically and internationally, up to 20% of the time.

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

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

