

## Business Development Manager – South East Asia

Location: Manila, Philippines

### 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 Global Markets team, support Sales in the Philippines and other focus markets per the go to market plan and reports to the Sales Director – SE Asia.

### Responsibilities

- Identify new market segments, applications, business models, sales channel, contracting models, and delivery models/partner strategies for review, prioritization, and implementation based on approved go to market strategy for region.
- Understand, research 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
- Engage both analytically and at policy level with customers and stakeholders to drive market opening; collaborate with Market Applications team in region
- Technoeconomic modeling of various use cases including solar + storage, frequency regulation, demand charge reduction, microgrids, and peaking capacity
- Develop and manage approved sales channels through the formulation, adoption, and management of sales/marketing programs/policies
- Capture customer commercial, technical and application requirements, as well as problem(s) to be solved, to help define the customer's solution
- Negotiate commercial and technical aspects of customer/supplier contract(s)
- Develop a deep understanding for the Fluence's platforms and provide sales teams

with technical support as well as product configuration guidance / costing to drive successful equipment only and turn key sales

## Qualifications

- 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 of how our work improves lives by lowering the cost of electricity, increasing electric reliability and resiliency, and creating a cleaner, more sustainable grid
- Desire to work collaboratively in entrepreneurial environment
- Ability to solve complex technical problems and communicate results; Strong presentation and interpersonal skills with ability to interface with a strong customer mindset
- A Bachelors or Masters degree in Engineering (Electrical Preferred)
- Ability to review contracts and technical requirements
- Previous experience working with engineering firms is a plus
- Knowledge of applicable local standards, codes and regulations in Asia (preferred)
- Willing and able to travel, domestically and internationally, up to 50% of the time.
- Ability to seek and give advice.
- 3-6 years experience
- Foreign language abilities (Asian Languages preferred)

Qualified candidates are requested to submit a resume and cover letter at [careers@fluenceenergy.com](mailto: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.