

## Commercial Project Manager – Pre-acquisition Phase

Sales Phase

Location: Arlington, Virginia

### 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

The Commercial Project Manager (CPM) is responsible for all commercial aspects related to customer offers at the pre-acquisition phase. This includes, but is not limited to, driving the process for commercial issues to ensure compliance with company guidelines for contractual, accounting, legal and tax aspects of the offers. The CPM ensures compliance to applicable regulations (internal and external) during the bidding process and ensures a full and accurate presentation of the risk and financial profiles of each opportunity from the firm offer phase to the contracting phase. The CPM role is crucial and active during customer contract negotiations and ensures a proper balance of the risk/reward relationship for each opportunity. This role requires a background in finance preferably working with large turnkey projects in the Energy Sector.

### Major Duties and Responsibilities

- Secures adequate and timely support from subject matter experts within the organization to properly develop the commercial aspects of offers during the bidding process.
- Supports the Sales team in managing and optimizing targeted financial results with due professional care (e.g. project margin, cash flow, security and credit instruments, insurance, contractual risks, etc.).
- Ensures accurate communication of customer's commercial requirements and provides an accurate assessment of the contractual/financial risks. Secures proper approval levels within the organization including to the Executive Leadership Team as necessary.

- Drives the review and evaluation of the customer's contract conditions and ensures examination by Legal.
- Signs off the project pricing calculations and documentation.
- Participates in contract negotiations, and drives negotiations related to commercial contractual terms ensuring adherence to company's risk profiles.
- Ensures risk and opportunity assessments accuracy.
- Conducts the project handover from sales to execution teams.

## Qualifications

- 8-10 years of financially managing large projects preferable in the Energy Sector including scopes of Engineering, Procurement and Construction and Long-Term Services
- Advanced understanding of Project Accounting Methods
- Advanced understanding of Project financial KPIs
- Advanced understanding of Project risk management requirements such as insurance, securities, guarantees, liquidated damages, etc.
- Advanced understanding of commercial contract terms and conditions
- Excellent negotiations skills
- Advance knowledge of contract (EPCs/Services) requirements
- Good working knowledge of project management related activities
- Detail oriented with strong time management and project management skills
- Good working knowledge of Energy Storage Industry
- Demonstrated ability to interact with executive management
- Strong background in using MS Office software: Excel, Word, and PowerPoint
- Up to 25% travel as needed domestically and potentially globally

## Required Education and Training

- Bachelor's degree with a major in accounting, business administration, or finance. Project Management Professional (PMP) Certification and/or advanced degree in applicable disciplines preferred.

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