

Business Development Manager

Location: South East Asia

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 key markets per the go to market plan and reports to Sales Director – SE Asia. This position will be located in Manila, Philippines.

Responsibilities

- Assist with maintaining sales channels and partner strategies based on approved go to market strategy for the region
- Understand, research key customers and key markets in the region, including working with leadership to develop and implement regional or application specific go to market plans
- Support to drive market opening; collaborate with Market Applications team in region
- 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
- Take the lead in identifying and evaluating proposals from BOP contractors to support system integration

- Support dynamic system modelling efforts to optimize the product offering for target applications and markets
- Assist in the development of sales tools and support materials to streamline and scale sales
- Work with other departments to refine product and equipment designs based on customer feedback
- Work closely with Automation team in automating processes that increase efficiency while maintaining quality of proposals.
- Capture customer technical and application requirements to help shape the product roadmap and ensure proper knowledge transfer during the transition from proposal to project.
- 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 80% of the time
- Ability to seek and give advice
- 8-12 years experience
- Foreign language abilities (Asian Languages preferred)

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