

Services Product Manager

Location: Arlington, VA (Flexible)

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, our goal is to create a more sustainable future by transforming the way we power our world. We offer 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. We work closely with customers throughout their journey and provide advisory, financing, and project lifecycle services.

Job Description

Do you want to work to transform the global electricity industry? Does leading our efforts to remain trusted partners to our customers excite you? Do you believe that energy storage is the key to a clean energy future? Do you love learning and strive to improve the environment around you? Do you want to work at a collaborative entrepreneurial startup with the backing of two industry powerhouses, AES and Siemens?

Fluence is seeking an energy storage **Services Product Manager** to help us grow the value we deliver to our customers who have purchased our energy storage technologies over those systems' lifespan. You will support sales colleagues and work directly with customers to design and implement service offerings that customers love. You will own product – market fit analysis of our services business, including setting cost and price targets and supporting sales colleagues in achieving them. You will work globally and design service offerings that meet the needs of customers in a range of markets and with a range of preferences.

Responsibilities

- Close collaboration with customers, sales and services colleagues, own the product roadmap for our services business.
- Support regional sales organizations globally with customer segmentation work focused on services.
- Drive and incorporate “lessons learned” across organization to refine services roadmap.
- Ensure services business increases in volume and profitability over time.
- Support sales colleagues to effectively sell our service offerings, including design training and provide expert support on specific opportunities.

Ideal Candidates Will Possess:

- 5-7 years' experience in the energy industry, with involvement in developing and growing service businesses.
- Ability to work cross functionally and collaborate with Sales, Services, Procurement, and Technology on projects to ensure Fluence is offering the best solutions to our customers.
- Passion for listening to and building relationships with customers and designing offerings that make it easy for them to work with Fluence.
- Experience structuring business cases and presenting to Executives.
- A belief that Fluence's 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 an entrepreneurial environment.
- Track record of taking ownership over responsibilities and pursuing them diligently.
- Strong presentation and interpersonal skills.
- Ability to seek and give advice and feedback.
- Experience in international energy markets. (preferred)
- Foreign language skills. (preferred)

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

Fluence Energy 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, veteran status, sexual orientation, marital or familial status