

Senior Hardware Product Manager

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 Senior Product Manager, Hardware has ownership of product strategy and product planning topics, with focus and oversight of product positioning, road mapping, and costing for Fluence's hardware products, such as Grid stack, Sun stack, and Edge stack. As a member of the Product Management team, the Senior Product Manager is directly involved in the specification of product functionality and is a key stakeholder in technology development for Fluence's product offerings. To ensure product roadmaps that meet business needs and are aligned with overall strategy, the Senior Product Manager works highly cross-functionally, touching nearly every other part of the organization. The Senior Product Manager also stays current on competitors' offerings and ensures Fluence's product plans result in offerings which are uniquely valuable to customers.

Major responsibilities

- Provide thought leadership in product planning and strategy discussions.
- Direct interaction with customers and Sales team to assess customer needs and inform product development plans.
- Interaction with other key external stakeholders such as suppliers and industry trade organizations.

- Optimize prioritization of development activities to maximize Fluence's competitive differentiation.
- Work with teams worldwide to analyze requirements and find commonalities and differences in local requirements.
- Ownership of product-level cost models and leadership of initiatives to achieve competitive cost positions while balancing functionality and compliance needs.
- Definition and grooming of requirements and specifications while participating in an Agile technology development process.
- Analysis of competitor solutions and insights into what development is needed to increase differentiation or close gaps.
- Ownership of product documentation development and management, including documentation for both internal and external audiences.

Qualifications

- The ideal candidate will have 10+ years of experience in product management or product development roles, especially for a mid-size energy or technology company undergoing rapid growth.
- A BS in a technical field such as engineering, and/or an MBA, is preferred but not required. Most critical is an educational and work history background demonstrating deep competencies in analytical thinking encompassing both technical and commercial strategy.
- Proven ability to learn fast.
- Possesses strong interpersonal communications skills to coordinate with diverse internal and external teams worldwide.
- Demonstrates sound business judgment.
- Takes individual initiative and works with minimal supervision while being a collaborative team player.
- Works dynamically, across multiple teams and projects concurrently, in a technical business environment.
- Possesses an entrepreneurial drive for getting things done and a "whatever it takes" attitude.

- Experience in workflow tools such as JIRA.
- Experience in and knowledge of Agile development methods.
- Ability to utilize data and statistical analyses to inform decisions.
- Has excellent English verbal and writing skills.
- Additional languages or international work experience are a plus.
- A desire to make the world a better place through technology.

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.