

## Market Applications Associate

Location: Melbourne, Australia

### 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

Do you want to work to transform the global electricity industry? Does commercializing clean energy technologies get you excited? 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 **Market Applications Associate** to help us grow the global energy storage market opportunity. You will conduct market-opening activities to engage with customers, communicate the value of storage, perform market segmentation analyses for our solutions/services, perform storage benefit assessment (analytical), and drive policy formation that will enable future growth for energy storage markets.

### Responsibilities

- Proactively identify new markets and evolving market opportunities for storage applications and provide strategic support to the Sales and Marketing teams to drive sales growth and thought leadership.
- Provide structured and analytically driven strategic analysis of the regional energy storage markets to develop, implement, track and drive regional, customer-segment, and/or application-specific go-to-market plans. Present findings and strategies to management, customers, regulators, and other stakeholders.

- Lead technoeconomic modeling of existing and new applications of Fluence's energy storage solutions, including revenue and energy market modelling, for internal and external presentation.
- Engage both analytically and at regulatory and policy level with customers and stakeholders to drive market opening and continued focus on energy storage. This may involve leadership of policy and regulatory industry engagements and submissions. Focus will be primarily on Australia but is expected to expand more broader across the APAC region.

## Qualifications

- 3-5 years' experience in the energy industry and an understanding of market fundamentals driving broad investment decisions in the sector.
- Tertiary qualifications in commerce, business, engineering or related.
- Ability to work cross functionally and collaborate with Sales, Marketing, Services, Procurement, and Technology on projects.
- Prior experience in ANZ energy/power markets. Specific knowledge of and experience engaging in the policy and regulatory landscape preferred.
- Experience building and maintaining analytic models. Experience in R, Matlab, Python, or similar (preferred).
- Experience with energy storage technology, markets and applications strongly preferred.
- Desire and capability to work collaboratively in an entrepreneurial, fast-moving environment and rapidly developing industry
- Track record of taking ownership over responsibilities and driving results both independently and collaboratively.
- Experience in international energy markets. (preferred)
- Foreign language skills. (preferred)
- Strong presentation and interpersonal skills.
- Ability to seek and give advice.

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