

Project Counsel, Americas

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, 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 as trusted advisors throughout their journey and provides advisory, financing, and project lifecycle services. The Project Counsel, Americas, will have a front-line role in the delivery of energy storage systems to our customers, managing the contractual relationships from our supply chain, through Fluence, to our customers. The role will report to the Legal Department for substantive purposes and will embed with the Project Management and Services teams. This position offers an opportunity to make a significant contribution to the effective, accurate and profitable operations of a global organization.

We'll tell you more about Fluence below, but first let's talk about you

- You are responsible, agile, leading and fun. (Hint: these are Fluence's core values, and we mean it. Seriously.)
- You have a minimum of 5-7 years of experience interpreting contracts and negotiating commercial claims and disputes. This should include experience with alternative dispute resolution and litigation.
- Ideally you also have experience with negotiating and drafting commercial contracts.
- You read legalese fluently, but you never, ever speak legalese. You enjoy boring your family and friends with your vast knowledge of payment terms, logistics, warranty clauses and liability limitations.
- You probably began your career by laboring happily in a swanky law firm, but you also have been exposed to the joy of an in-house legal department.
- You have excellent judgment, both in business and interpersonal matters, except you like lawyers. You can win a dispute for your client, and the other side thinks you're awesome. People sometimes tell you "Wow, I didn't know lawyers could be cool."

- You have some experience in industrial equipment, construction, or utility projects. If your experience comes from the renewable energy or energy storage sector, we might think you are very fancy indeed.
- You have impeccable ethics and a commitment to compliance and safety. (We don't make jokes about compliance or safety.)
- You exude strong interpersonal skills, flexibility and a highly self-motivated work style. In a room full of industrial-grade rock stars, you'll blend in like a chameleon.
- You are admitted to the practice of law in the jurisdiction where you work.

Leading

Do others come to you for your subject matter expertise? Are you excited by the challenge of working in a start-up atmosphere with a purpose?

- You are not expected to arrive at Fluence being an expert in energy storage. You'll climb the learning curve quickly.
- Our customers value us for our expertise, and this role will be on the front lines, interacting with customers frequently. Soon you'll know more about energy storage than most other lawyers in the world.

Responsible

Fluence is defined by its unwavering commitment to safety, quality, and integrity. We take personal ownership in what we do, developing trust in our relationships with internal and external stakeholders. We firmly believe in having honest, forthcoming, and fair communications.

- This role will support our Project Management team in drafting procurement and supply chain contracts, interpreting contracts, preparing project documentation, resolving problems and claims, and ultimately delivering our products and systems to our customers in strict compliance with the contractual requirements.
- This role will support our Services team in similar ways: interpreting contracts, honoring warranty obligations to our customers, and enforcing warranty claims against Fluence's vendors, all in strict compliance with the contractual requirements.
- In other words, you will be a lawyer in a customer-facing role, and all of us are responsible for great customer service.

Agile

Here at Fluence, we strive to continuously improve, to be intellectually curious and be adaptive to our customers and employee's needs. Collaboration is key, both in our partnerships with our customers, and with each other. Fluence prioritizes the most critical efforts that allow for the greatest impact.

- This role will support the Americas region. The subject matter, technical details and personalities will be numerous and varied.
- Job location is flexible. (What? Really? Yes!) Within the Americas, we have physical offices in Arlington, Virginia, and Alpharetta Georgia, so occasional travel to those locations should be expected, along with other occasional business travel. But this role, like most of our "office" roles, will work remotely most of the time.
- Most Fluence people wear multiple hats. On any given day you might provide overflow legal support on any topic, from contracting to employment law, privacy, intellectual property, real estate, or simply corporate housekeeping. Nobody at Fluence says "that's not my job!"
- Spanish or Portuguese language skills would be a plus, but they are not required.

Fun

We are always looking for employees who are excited by challenges and the opportunity to be problem-solvers. Our entrepreneurial mindset allows for creativity, sense of urgency and fulfillment. Our employees love what we do and are passionate about the way we power our world.

Granted, this is an intangible – how do you measure fun? Suffice it to say, we work very hard to maintain a vibrant company culture. We value diversity, inclusiveness, and respect. Even toward our lawyers! People at Fluence don't take themselves too seriously – we take our products and our customers seriously. (And ethics, safety and compliance.) As some of us like to say, "Winning is fun!". At Fluence, you'll be doing a lot of winning and we don't settle for anything less.

GET IN TOUCH

Please send your resume and cover letter to careers@fluenceenergy.com

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, veteran status, sexual orientation, marital or familial status.