

Senior Sales Engineer

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 throughout their journey and provides advisory, financing, and project lifecycle services.

Job Description

This role, as part of the Fluence Offer Management team, will support Fluence Sales throughout North and South America. Major responsibilities include:

- Develop a deep understanding for the Gridstack, Sunstack and Edgestack energy storage technology platforms and provide sales teams with technical support as well as product configuration guidance / costing to drive successful equipment-only and turn-key sales
- Assist in the development of sales tools and support materials to streamline and scale sales
- Review, understand and negotiate detailed technical specifications for energy storage core and BOP scope (MV, HV, and civil)
- Lead technical aspects of contract negotiations – scope, schedule, and performance guarantees
- Conduct analysis to determine optimal solutions for customers
- Capture customer technical and application requirements to help shape product roadmaps
- Assist in developing designs to meet applicable local codes and standards

Qualifications

- A Bachelor's or Master's degree in Engineering (Electrical Preferred)
- >7 years work experience
- Ability to solve complex technical problems and communicate results
- Strong verbal and written communication skills
- Experience with contract negotiations
- Demonstrated experience working in energy storage, solar, or other power generation
- Knowledge of applicable local standards, codes and regulations
- Entrepreneurial drive and ability to prioritize and execute on many tasks in parallel
- Willing and able to travel, domestically and internationally, up to 20% of the time

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.