

Energy Storage Associate (m/f/d)

Location: London, UK

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

Fluence is seeking a passionate individual committed to using their talents to solve the most challenging engineering problems of our time; helping to transform the way we power our world and accelerate a sustainable energy future. The Energy Storage Associate position will be a primary interface between Fluence clients in the UK and Ireland with responsibility for the development of sales and project proposals for Fluence's 6th generation energy storage technology and services. The role supports the regional Fluence sales team who work across Europe, Middle East and Africa (EMEA) directly with developers, utilities and IPPs as well as providing support to strategic partners across the region, such as Siemens Energy. This position, reporting into the region's Market Director, requires an autonomous and pragmatic individual who has experience working in a matrixed and virtual environment, on multiple simultaneous projects/tasks, and as part of a distributed and diverse global team. Experience within energy storage is an advantage but not mandatory, an agile mindset and comfort working in a fast-paced technology start-up environment is essential.

RESPONSIBILITY

Opportunity capture and filtering

Assessing and prioritising sales leads based on strategic selling criteria, using commercial acumen to identify customer and projects that will lead to scalable energy storage transactions. Support data driven decision making via Salesforce and other reporting/CRM tools.

Technical and commercial support during sales process

Become a subject matter expert across all elements of Fluence's technology stack (the Fluence Cube, Fluence OS and Fluence IQ), able to answer a range of technical queries on our hardware, software, and services offerings.

Proposal response co-ordination and bid preparation

Coordinate development of proposals to customers for UK and Ireland (with specialist Fluence groups where appropriate) to a high standard.

Market analysis

Develop and maintain up to date knowledge of the fundamentals of electricity markets within the UK & Ireland, regulatory analysis impact and follow up. Strategic analysis of energy storage applications and customer segments.

Stakeholder management

Represent Fluence at industry association events, conferences, trade shows and regulatory forums at national and pan national (EU) level and building lasting rapport and client relationships for driving long term business.

SKILLS & QUALIFICATIONS

The successful candidate will have between 2 to 5 years relevant experience. An ability to interact in a multicultural environment, travel and work under pressure are also very important.

In addition, qualified candidates will have:

- Strong analytical skills and commercial acumen.
- Superior verbal and written communications skills and high attention to detail.
- Excellent interpersonal skills and ability to work in a remote team environment.
- Experience with strategic selling and CRM tools would be an advantage.
- Knowledge of UK & Irish electricity markets, particularly flexibility markets.

Education

University degree in Engineering, Economics, Business Administration or other relevant discipline is required. A Master's degree and/or doctorate is desirable.

Languages

Fluent English required, and a 2nd language is advantageous (particularly German, French, Spanish or Arabic).

Travel

The role (post COVID-19 restrictions) will include frequent local travel to UK & Irish customers and events and may include some regional travel to Fluence offices in Amsterdam, Netherlands and Erlangen, Germany. Occasional travel to other markets e.g. Fluence's headquarters in Arlington, VA in the USA may also be required.

Local Travel: 35%

Regional Travel: 20%

Global Travel: 5%

VALUES

Fluence are a values-based company and we actively seek out people who embody our core values in their attitude and conduct – **Leading, Agile, Responsible** and **Fun**. You can learn more about the meaning behind these values and what we specifically look for on our website: <https://fluenceenergy.com/about/our-story/>.

GET IN TOUCH

Please send us your complete application documents including language skills, education certificates, work references and cover letter at careersgermany@fluenceenergy.com.

Only complete application documents can be considered.

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, sexual orientation, marital or familial status.