

## Energy Storage Sales Engineer EMEA (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, the global market leading energy storage technology company, is looking for an Energy Storage Sales Engineer to strengthen offer management capabilities in the Europe, Middle East and Africa (EMEA) region. The role is reporting into Fluence's Lead EMEA Sales Engineer, requiring an autonomous and pragmatic individual who has experience working in a matrixed and virtual environment, working with multiple stakeholders, on multiple projects/tasks at one time, and as part of a global team. The role supports the regional Fluence sales teams who work across EMEA directly with developers, utilities and IPPs as well as via sales agents and channels across the region. Experience within Energy Storage is an advantage but is not mandatory, an agile mindset and comfort working in a fast-paced start-up technology led environment is essential.

### RESPONSIBILITY

The Energy Storage Sales Engineer will:

- Translate customer requirements into compelling and optimised technical energy storage solution proposals in close cooperation with the EMEA sales teams
- Develop a deep understanding of energy storage technology platforms and provide sales teams with technical support as well as product configuration guidance
- Assist in the development and management of sales tools and support materials

- Take the lead in identifying and evaluating proposals from installation contractors to support overall system integration and turnkey solution delivery
- Work with Sales to negotiate the technical aspects of contract negotiations
- Capture customer technical and application requirements to shape product roadmaps
- Support in developing designs to meet applicable local codes and standards

## SKILLS & QUALIFICATIONS

- Bachelor's or Master's degree in engineering or similar technical discipline (a focus on electrical power engineering is preferred)
- At least four year's professional work experience in the power industry is preferred
- Ability to solve complex technical problems and effectively communicate results
- Past offer management or technical contract review experience
- Experience developing technical and financial models using Excel and/or Matlab
- Experience working with CRM and engineering tools (e.g. Salesforce, CAD)
- Demonstrated experience working in energy storage, solar, other power generation or industrial balance of plant (e.g. EPC works)
- Knowledge of local standards, codes and regulations, particularly in UK and Ireland
- Passion and entrepreneurial drive, ability to prioritize and execute many parallel tasks
- Strong co-ordination and communication skills
- Effective in a highly collaborative yet informally structured work environment
- Willing and able to travel, domestically and internationally (expected 20% of time)
- Fluent in written and spoken English
- Previous experience working with engineering firms is a plus

## GET IN TOUCH

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