

# Sales Manager, Australia

Location: Australia (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.

## Job Description

This role, as part of the Sales team, drives Fluence Sales across Australia and New Zealand. The Sales Manager reports to the Director ANZ Sales.

## Responsibilities

- Understand Fluence regional growth strategy, focus on defined customer(s) and customer segments and execute according to that strategy.
- As requested, identify new market segments, applications, business models, and develop go to market, sales channel, contracting model, and delivery models/partner strategies for review, prioritization, and implementation.
- Develop and manage approved sales channels through the formulation, adoption, and management of sales/marketing programs/policies for the Australian sales territory and beyond in consortium with APAC Marketing and APAC Market Applications.
- Implement and ensure the proper implementation of such sales and marketing programs and policies in the Fluence Australian team, as well as report on the effectivity and manage the continuous improvement of said programs
- Develop network and market knowledge of relevant electricity grids/markets
- Present to customers/partners & at events to communicate value propositions
- Develop an understanding for the Fluence energy storage technology platforms and provide customers with technical support
- Capture customer commercial, technical and application requirements, as well as problem(s) to be solved, to help define the customer' solution

- Work with Commercial Project Management, Sales Engineering, and Procurement to formalize and finalize solutions for customers and get relevant customer and Fluence approvals for sale
- Present deal/bid packages at internal approval meetings.
- Negotiate commercial and technical aspects of customer/supplier contract(s) with sales engineering and the assigned commercial project management representatives
- Identify BoP contractors, communicate scope and evaluate proposals from BOP contractors to support system integration
- Execute, under general supervision of the Director ANZ Sales, such other special projects and assignments in relation to the development and management of market segments, applications, business models, and sales channels
- Assist in the development of sales tools and support materials
- Deliver on annual aligned sales targets in the target region
- Close deals creatively to achieve max margin results

### Qualifications

- With at least 8-12 years experience in a key Sales Role
- Experience in energy industry with strong understanding of market fundamentals driving broad investment decisions in the sector
- Previous experience working with engineering firms is a plus
- Experience with CRM tools (e.g. Salesforce) is preferred
- Experienced in reviewing contracts and technical requirements to ensure adherence to Fluence standards
- Ability to work collaboratively in entrepreneurial environment
- Ability to solve complex technical problems and communicate results to both internal and external stakeholders
- Strong presentation and interpersonal skills with ability to interface with a strong customer mindset
- MBA degree or similar graduate degrees is a plus
- Knowledge of applicable local standards, codes and regulations in Australia and New Zealand
- Strong decision making skills
- Must share our belief of how our work improves lives by lowering the cost of electricity, increasing electric reliability and resiliency, and creating a cleaner, more sustainable grid
- Willing and able to travel, domestically and internationally at least 30% of the time

### GET IN TOUCH

Please send your resume and cover letter to [careers@fluenceenergy.com](mailto:careers@fluenceenergy.com)