

# Competitive Analysis & Total Cost of Ownership Specialist

Location: (Arlington or remote)

## ABOUT FLUENCE

Fluence, a Siemens and AES company, is the global market leader in energy storage technology solutions and services, combining the agility of a technology company with the expertise, vision and financial backing of two well-established and respected industry giants. Building on the pioneering work of AES Energy Storage and Siemens energy storage, our goal is to create a more sustainable future by transforming the way we power our world. Providing design, delivery and integration, Fluence offers proven energy storage technology solutions that address the diverse needs and challenges of customers in a rapidly transforming energy landscape.

Fluence currently has more than 2.4 gigawatts of projects in operation or awarded across 24 countries and territories worldwide. We topped the Navigant Research utility-scale energy storage leaderboard in 2018 and were named one of Fast Company's Most Innovative Companies in 2019. In 2020, our sixth-generation Tech Stack won Commercial Technology of the Year at the 22<sup>nd</sup> annual S&P Global Platts Global Energy Awards.

## 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?

The Competitive Analysis Specialist is responsible for recommendations and initiatives related to improving the competitive position of Fluence's products. This is a broad competitive view including technical performance, total cost of ownership (e.g., capital cost, operating cost) as well as softer factors such as ease of transacting and customer satisfaction. You will work closely with members of the Fluence Product Management, Market Application, Marketing, and Sales groups.

## 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.

The Competitive Analysis & Total Cost of Ownership Specialist will be responsible for:

- Leadership of competitive analysis processes, including benchmarking, key differentiator and objection identification, and commercial analyses.
- Reporting on status of competitive position to a senior management level audience.
- Working closely with Product Management team members to identify items for consideration on roadmap to improve competitive position and support analyses to determine prioritization.
- Working closely with Market Application and Sales teams to develop regionalized and application-specific views of competition to support sales processes.

## Agile

Here at Fluence, we strive to continuously improve, 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.

- The ideal candidate will have deep expertise and passion for competitive analysis, a high level of excellence in presenting to senior management, and product management or product development experience.
- A BS is required; a BS in a field with strong quantitative focus, such as economics or engineering, is preferred.
- Most critical is an educational and work history demonstrating deep competencies in analytical thinking encompassing both technical and commercial strategy.
- Possesses strong interpersonal communications skills to coordinate with diverse internal and external teams worldwide, and distill complex topics into clear insights, and actionable recommendations
- Filtering and refining incoming data, anecdotes to maintain awareness of competitive dynamics in a rapidly changing industry
- Ability to utilize data and statistical analyses to inform decisions

## Fun

Working on transforming a fundamental part of our society is exciting and fulfilling. It requires creativity, diversity of ideas and backgrounds, and building trust to effect change and move with speed. We respect our coworkers and customers. We listen to what others have to say, and we are inclusive.

Fluence's product management team is energized by the mission to change the way we power our world and the opportunity to define and shape the products that fulfill this mission. We work every day knowing what we do makes a difference- both for Fluence and for society.

## GET IN TOUCH

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