

# Cost Estimation 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 Cost Estimation Specialist is a highly technical cost estimator responsible for thorough investigation and cost quantification of products internally developed within Fluence as well as highly engineered components sourced externally which are integrated into Fluence products. You will serve as a subject matter expert in a focused team, providing detailed data and analysis to drive team achievement of cost reduction goals. You will work closely with members of the Fluence Product Management, Engineering, Sales Engineering, and Procurement 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 Cost Estimation Specialist will be responsible for:

- Detailed quantitative analysis of total cost structure, including material cost, manufacturing cost, and other relevant factors.
- Deep collaboration with development engineering and manufacturing engineering to improve the cost position of Fluence's products.
- Cost estimation of products developed externally to Fluence, including both "paper" analyses and tear-down analyses when appropriate.
- Cross-functional participation in forums dedicated to improving total cost position and cost competitiveness.
- Reporting on analyses to a senior management level audience.

### 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 cost estimation and enjoy the challenge of using a combination of sources, some with levels of uncertainty, to formula high confidence cost estimates and forecasts.
- A BS in engineering is required; an MS or PhD is preferred but not required. Most critical is an educational and work history demonstrating deep competencies in analytical thinking and formulating conclusions based on partial or imprecise information.
- Excitement about the rapidly growing global energy storage industry and deep curiosity about what drives cost structure in the industry.
- Possesses strong interpersonal communications skills to coordinate with diverse internal and external teams worldwide and distill complex topics into clear insights and actionable recommendations.
- Ability to utilize data and statistical analyses to inform decisions.
- Has excellent English verbal and writing skills. Additional languages or international work experience are a plus.

### 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.