

Sales Representative EMEA (m/f/d)

Location: Germany

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 professional 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.

Our new EMEA Sales Representative will be the primary interface between Fluence and Siemens as a major sales channel with the responsibility of developing strong relationships and establishing sustainable and repeatable business opportunities.

This position, reporting to 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.

YOUR FIELD OF RESPONSIBILITY - CHALLENGING AND FUTURE-ORIENTED

Opportunity capture and filtering

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

Technical and Commercial Advisor

Become a trusted advisor to our key customers across all elements of Fluence's energy storage systems and services offerings with a profound understanding of our technical solution and contractual standards.

Proposal response co-ordination and bid preparation

Coordinate development of proposals to our customers (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 and regulatory impact across central Europe to drive a 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 - SOLID AND ADEQUATE

The selected candidate will have about 5+ years of relevant professional experience in an international environment (sales preferred) and is familiar with procedures and structures inside Siemens. An ability to interact in a multicultural environment, travel and work under pressure are also very important.

In addition, qualified candidates will have:

- Ability to solve complex technical problems and communicate results
- Strong verbal and written communication skills
- Experience with contract negotiations
- Demonstrated experience working in energy storage, solar, or other power generation
- Knowledge of applicable local standards, codes, and regulations
- Entrepreneurial drive and ability to prioritize and execute many tasks in parallel
- Experience with strategic selling and CRM tools would be an advantage
- Knowledge of electricity markets in central Europe

Education

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

Languages

Fluent English and German skills are required, other languages (particularly French or Spanish) are advantageous.

Travel

The role (post COVID-19 restrictions) will include frequent local travel to our customers and events within Central Europe and may include some regional travel to Fluence offices in Amsterdam, the 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%

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.