

Business Development Associate

Location: California or continental US

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 22nd 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 BD Associate will be an integral member of Fluence Digital's Commercial team, actively influencing Fluence Digital's corporate strategy, product strategy, and business development efforts. The role will initially focus on the California electricity market, with opportunities to expand focus into existing and new markets around the world.

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.

- Support Fluence Digital's growth in the California electricity market, identifying and acquiring customers for Fluence Digital's California product while providing the "voice of the customer" to inform product development activities.

- Advance Fluence Digital's California business development pipeline by preparing customer-ready presentations, pitching Fluence Digital's software to potential customers, and managing customer follow-ups.
- Utilize Fluence Digital's sales engineering tools and processes to model and quantify the value Fluence Digital can add for individual customers.
- Support relationships with key customers, electricity market operators, regulatory bodies, utilities and external consultants.
- Monitor policy and regulatory developments at the California Independent System Operator (CAISO) and California Public Utilities Commission (CPUC), including hybrid and co-located resource initiatives, by attending stakeholder initiative processes; inform internal stakeholders on impacts to Fluence Digital commercial and product strategies.
- Track customers' progress in asset development (e.g., interconnection, contracting of key components and integration); maintain accurate records in Fluence Digital's customer relationship management system.
- Track maturation of Fluence Digital's competitive environment to inform Fluence Digital positioning, product offering, and go-to-market strategies.
- Provide input into the Fluence Digital product roadmap and strategy, including identifying and sizing new market opportunities, and working with Fluence Digital's product and engineering teams to estimate resource requirements.
- Support post-merger integration by standing up key business processes (e.g., new contract approval, sales pipeline reporting 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 the following skills:

- Excellent verbal and written communication skills
- Self-starter: eager to dive into details of previously unknown or lesser-known topics
- Ability to identify key takeaways, and to translate them into recommendations and actions
- Efficient and creative problem-solver who is mindful of business objectives and communication styles
- Eagerness to work in a collaborative, dynamic, and team-based environment
- Excellent organizational skills and attention to detail
- Demonstrated project management, research, and execution skills
- Strong interpersonal and listening skills (e.g., to facilitate cross-functional collaboration)
- People management experience, particularly in cross-functional contexts

- Energy knowledge, specifically of competitive/wholesale electricity markets

And the following education and experience:

- BS/BA in an analytical field (e.g., Computer Science, Engineering, Mathematics, Business or related field)
- MBA degree (or similar graduate degrees) preferred
- 3+ years of experience in management or strategy consulting, or equivalent role in software sales operations serving commodities, infrastructure, financial services, or other capital- and transaction-intensive industries
- Track record of consistently high achievement

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.

- The Fluence Digital team is highly motivated by developing advanced optimization strategies to transform the way we power our world. We are deeply concerned by our changing climate and excited to have the opportunity to play a part in making low-carbon projects more viable.
- The role will be based in Fluence Digital's San Francisco office, and will report into Fluence Digital's Senior Director of Business Development, with close interaction with Product, Data Science, Engineering, Operations, and Executive teams.

GET IN TOUCH

Please send your resume and cover letter to 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.