

## Field Services Director

Location: Manila, Philippines

### **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**

Are you a dynamic force of nature with the hunger to run with the best in the world? Are you a builder of businesses, people, and teams that dominate the competition? Are you excited by the challenge of working in a start-up atmosphere with a strong purpose and Big, Hairy, Audacious, Goals? If so, you might be the one for this role.

**The Fluence Field Services Director PH** will build the best, safest and most profitable Service organization within Fluence. You will establish yourself as a co-member of the PH Leadership team and finish the build and development of the field operations teams in support of over 25 Battery Energy Storage Systems (BESS) dispersed throughout the Philippines Islands. You will be responsible for driving top-line services sales growth in the region across a variety of channels including cross sales with our existing customers, as well as seeking and closing opportunities with third party and adjacent markets through your local knowledge and regional network. You will also have the unique opportunity to manage the safe maintenance work execution for the largest BESS portfolio in the Philippines.

### 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.

- Drive Service Sales throughout the Philippines through active collaboration with Sales, Product Management and teams in Fluence APAC.
- Own the regional Services income state performance, including budget development and represent Services PH within the APAC Region Senior Leader Team.
- Own the safety culture, building on established Fluence safety management system (SMS)
- Own the service relationship with the customer through maintaining clear lines of communication, knowledge and execution of the contract
- Drive and own O&M Service Business performance across key business metrics (Safety, Finance, Full Maint Scope of Electrical, Mechanical, Instrumentation, PLC, etc.)
- Drive proactive and reactive maintenance execution in Fluence Energy managed projects defined asset management strategies while incorporating a continuous improvement approach
- Develop an effective Services team to provide a high quality of service that is consistently appreciated and valued by the customers
- Manage multiple 3rd party service vendors in the safe execution of O&M services across contracted projects
- Identify new issues affecting product performance or Fluence Energy Service and Support business performance, develop plans for resolution, socialize, execute resolution and follow up to ensure sustainable
- Support/Lead/Facilitate internal and external Root Cause Analysis and Management of Change Activities

- Facilitate site support by supporting global services OEM suppliers' management.
- Assist in the development & deployment of asset management strategies for customer assets
- Lead Battery Energy Storage Array O&M training efforts of new owners and 3rd party service providers.

## 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.

- Undergraduate degree required with strong preference for technical degree (BSEE, BSME, BSCE, Chemistry, Physics, Math)
- 10 years related experience in electric utility or independent power producer experience within generation / operations / technical teams (Coal, Gas, Solar, Hydro, Wind).
- Must have experience leading and improving safety efforts in an operational setting.
- Experience and understanding of working in a start up environment where leaders are required to "get their hands dirty"
- Experience with income statement responsibility, including budget development.
- Proven track record of technical problem solving using a structured approach & complex analytics. Ability to adapt to dynamic conditions and stay focused/execute on goals.
- NetSuite or equivalent financial reporting platform experience required.
- Successful track record of business process management to include project reporting/management, work execution, procure to pay, change management, workforce development and planning
- Experience negotiating and managing contracts with 3rd party service providers.
- Highly developed interpersonal skills with ability to interface with multiple levels of customer organization.
- Deep planning, organizing and coordination experience among multiple stakeholders to achieve common goals directly impacting business performance.
- Project Management, meeting leadership and facilitation experience.
- Excellent MS Office; SCADA Experience; MODBUS Experience

Must be willing and able to travel up to 50% of the time in support of existing & new Energy Storage fleet

## 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.

## 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.