

Senior Commercial Sales Manager (m/f/d)

Location: Germany

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. In 2021 we topped the Guidehouse utility-scale energy storage leaderboard and were also named one of Fast Company's Most Innovative Companies. In 2020, our sixth-generation Tech Stack won Commercial Technology of the Year at the 22nd annual S&P Global Platts Global Energy Awards.

Job Description and Responsibilities

The Senior Commercial Sales Manager is responsible for managing and tracking all commercial aspects of project and service opportunities during the sales phase. The position requires interfacing with internal stakeholders and especially a close cooperation with the relevant sales team members.

Major Duties and Responsibilities include the following:

- Leading customer negotiations for commercial and contractual matters together with the deal team
- Proactively shape risks and opportunities in contractual negotiations in order to package acceptable deal outcomes
- Analysis, screening, and commentary of commercial tender documents and support for completion of offer documents prior to submittal
- Manage securities and guarantees from parent companies and external securities provider
- Support financing solutions in close cooperation with banks and financial institutions
- Coordination of tax and tax concepts, customs, logistics, and insurance topics together with subject matter experts
- Managing currency risks during tender and offer stage

- Forecasting and planning order entries, margin, and revenue recognition
- Facilitate lessons learnt from prior bids and tenders to ensure continuous improvement
- Ensure an accurate management approval process for opportunities and a seamless handover to the project execution team

Skills & Qualifications - solid and adequate

College degree with a major in finance, business administration, legal or equivalent training required. A Project Management Professional (PMP) certification is an advantage.

Required

- At least 5 years' of relevant commercial project management and contract management experience; Experience in energy/infrastructure industry is an advantage
- Experience in managing a team or working in multicultural teams is a plus
- Analytical, self-initiative and team player with good communication skills
- Contract management and negotiation skills
- Demonstrated ability to interact with executive management
- Strong background in using Salesforce and MS Office software: Excel, Word, and PowerPoint
- Up to 25% travel as needed domestically and potentially globally
- Business fluent in English and German language is a must

This is how you get in contact with us - simply and directly

fluenceenergy.com

Please send us your complete application documents including language skills, education certificates, work references and cover letter at careersgermany@fluenceenergy.com

We value equal opportunities and look forward to applications from people with disabilities.

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.