

Business Development Manager

Location: India

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?

This role, as part of the Global Markets team, support Sales in the Philippines and other focus markets per the go to market plan and reports to the Sales Director.

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.

- Identify new market segments, applications, business models, sales channel, contracting models, and delivery models/partner strategies for review, prioritization, and implementation based on approved go to market strategy for region.
- Understand, research and perform market segmentation of key customers by region and application, including working with leadership to develop and implement regional or application specific go to market plans
- Engage both analytically and at policy level with customers and stakeholders to drive market opening; collaborate with Market Applications team in region
- Technoeconomic modeling of various use cases including solar + storage, frequency regulation, demand charge reduction, microgrids, and peaking capacity
- Develop and manage approved sales channels through the formulation, adoption, and management of sales/marketing programs/policies
- Capture customer commercial, technical and application requirements, as well as problem(s) to be solved, to help define the customer's solution
- Negotiate commercial and technical aspects of customer/supplier contract(s)
- Develop a deep understanding for the Fluence's platforms and provide sales teams with technical support as well as product configuration guidance / costing to drive successful equipment only and turn key sales

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.

- Experience in energy industry and strong understanding of market fundamentals driving broad investment decisions in the sector
- Experience building and maintaining analytic models. Experience in R, Matlab, Python, or similar (preferred)
- Share our belief of how our work improves lives by lowering the cost of electricity, increasing electric reliability and resiliency, and creating a cleaner, more sustainable grid
- Desire to work collaboratively in entrepreneurial environment
- Ability to solve complex technical problems and communicate results; Strong presentation and interpersonal skills with ability to interface with a strong customer mindset
- A Bachelors or Masters degree in Engineering (Electrical Preferred)
- Ability to review contracts and technical requirements
- Previous experience working with engineering firms is a plus

- Knowledge of applicable local standards, codes and regulations in Asia (preferred)
- Willing and able to travel, domestically and internationally, up to 50% of the time.
- Ability to seek and give advice.
- 8-12 years experience
- Foreign language abilities (Asian Languages preferred)

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.

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.