

Contracting Specialist

Location: Arlington, VA, 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 Contracting Specialist will have a front-line role in negotiating, drafting, and administering Fluence's contracts with customers and suppliers. This position offers an opportunity to make a significant contribution to the complex commercial arrangements of a global organization.

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. In this role you will:

- Collaborate with Sales and Commercial Project Management, help negotiate equipment sale agreements, construction agreements, software licensing agreements, procurement agreements and a variety of other commercial arrangements.
- Lead a role in drafting the aforementioned contracts, with assistance from the commercial, technical and legal personnel involved in each project.

- Provide support for the documentation involved in making commercial offers and RFP responses.
- Help to create, manage and update the company's contract templates.
- Assist in the handover of projects from the contracting team to the implementation team, by properly assembling, archiving and summarizing the documents.

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. As a qualified candidate you:

- Are responsible, agile, leading and fun. (Hint: these are Fluence's core values, and we mean it. Seriously.)
- Have a minimum of 3 years (preferably 5+ years) experience as a front-line negotiator of complex commercial transactions. A meaningful amount of that experience has involved sitting "first chair" in contract negotiations. You enjoy boring your family and friends with your vast knowledge of payment terms, logistics, warranty clauses and liability limitations.
- Have a minimum of 5 years (preferably 10+ years) experience drafting complex commercial contracts. You eat contracts for breakfast and can write them in your sleep.
- Bring experience in industrial equipment, construction or utility projects. If your experience comes from the renewable energy or energy storage sector, we might think you are very fancy indeed.
- Might be an attorney, or you might not. We care more about your ninja-like contracting skills than the degree you hold. This position will not serve as legal counsel.
- Have excellent judgment, both in business and interpersonal matters, except you like lawyers. You'll be working with the company's lawyers a lot.
- Have impeccable ethics and a commitment to compliance and safety. (We don't make jokes about compliance or safety.)
- Exude strong interpersonal skills, flexibility and a highly self-motivated work style. In a room full of industrial-grade rock stars, you'll blend in like a chameleon.

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 job is based in the Americas, but the precise location is flexible; Fluence makes extensive use of remote work. Some amount of routine business travel should be expected.

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.