

# Sales Engineer

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 22<sup>nd</sup> 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 Sales Engineer will jointly lead the Technical Sales of EPC Projects & Equipment Sales to achieve regional objectives and provide support and coordination to the Fluence project teams with subcontractors, including civil, electrical, and mechanical subcontractors for projects within India.

He or she will have a primary focus to develop the technical configuration for energy storage projects, create the project budget, support sales in customer meetings and ultimately reduce project risks through diligent scoping of customer and project requirements.

They will have a thorough grasp of relevant engineering issues, connection requirements, and regulatory environments and will handle several projects simultaneously.

## **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.

- Develop a deep understanding for the Fluence energy storage technology platforms and provide sales teams with technical support as well as product configuration guidance / costing to drive successful equipment only and turn key sales
- Assist in the development of sales tools and support materials to streamline and scale sales efforts within the region
- Serve as the APAC Engineering Leader and technical expert
- Involved with Business Development in the Philippines as well as provide Sales Engineering support to our opportunities in APAC
- Take the lead in identifying and evaluating proposals from BOP contractors to support system integration
- Work with Sales to negotiate technical aspects of contract negotiations
- Support dynamic system modelling efforts to optimize the product offering for target applications and markets
- Capture customer technical and application requirements to help shape the Fluence product roadmaps
- Provide support to Project Procurement by drafting specifications and performing technical reviews of vendor quotations
- Ensure that completed systems conform to all specifications, codes, standards and customer requirements
- Working in close cooperation with Energy Storage project and engineering teams, lead the construction site activities for battery storage projects until satisfactory completion
- Review and confirm the accuracy of the work performed and the methods used by engineering staff and contractors
- Conduct various tests and quality assurance checks to verify the quality of completed projects
- Answer questions and resolve issues brought forward by internal project team members, subcontractors, and customers

- Prepare and deliver various engineering-related presentations, both internally and externally
- Support Global Market team on preliminary designs of Projects like SLD or Layouts

## 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.

- BS/BA minimum; Electrical Engineering preferred, but other fields will be considered.
- 10+ years of engineering experience, ideally including a management role.
- Experience in Engineering Procurement Construction (EPC) for High Voltage Systems, Wind, Solar, or Conventional Power Generation.
- Excellent verbal and written communication skills.
- Leadership skills needed to develop and manage a team.
- Organizational competencies and project management skills to keep projects, processes, and the entire engineering team on track.
- Self-motivated attitude with the ability to multitask and thrive in a timeline-driven environment
- Interpersonal communication skills with expertise in resolving disagreements and distilling complicated topics to a broader audience.
- Ability to solve complex technical problems and communicate results
- Ability to review contracts and technical requirements
- Entrepreneurial drive and ability to prioritize and execute on many tasks in parallel
- Willing and able to travel, domestically and internationally
- Ability to work individually or as part of a team.

## 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.



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## 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.