

Sales Market Manager

Location: Flexible with preference for Austin, Dallas, Denver, Houston, Los Angeles, New York City, Phoenix, San Diego, San Francisco, or Washington DC.

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?

Are you a motivated individual who enjoys the excitement of closing deals? Are you detailed oriented, a creative negotiator, and looking to accelerate your career in the clean energy space? Do you want to join a team who is driving one of the largest transformations in history? If so, keep reading!

As a Sales Market Manager, you will be responsible for managing the contracting and closing of energy storage deals ranging in value from \$3 million to \$300 million. You will rapidly learn the business by managing 2-3 contract negotiations at a time. You will also support the Market Directors with other aspects of the sales process, from initial customer meetings and proposal development to market analysis. The Sales Market Manager is expected to learn the foundation of the business and build a deeper knowledge of the power market and customers in the region so that they can eventually grow into a Market Director role.

You will report to one of the regional Market Directors in the Americas and may support more than one Director depending on the business cycle at the time.

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.

Key Responsibilities Include:

Sales Closings & Contract Project Management (60%)

- Responsible for closing energy storage solution and service contracts after the project has been awarded to Fluence
- Work closely with the Market Director and the rest of the deal team, including Sales Engineering, Commercial Project Management, and Legal, to ensure alignment throughout the contract negotiations process
- Drive open items to conclusion by maintaining a contract closing checklist and diligently following up with different parts of the organization as needed
- As you learn the business, negotiate contractual points directly with the customer

Sales Support (20%):

- Support the sales team with developing and maintaining the sales pipeline and ensuring the Salesforce data is continuously updated and accurate
- Participate in business development and sales meetings with customers and represent Fluence at industry conferences and other events

Market Analysis (20%):

- Lead targeted customer and market research, analysis, and system sizing efforts to support sales opportunities
- Develop relationships with key customers, channel partners, and industry stakeholders
- Work with market applications team to understand policy, regulatory or other barriers to energy storage market entry
- Report market activities and developments back to the company

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. The ideal candidate will be self-motivated, always looking for ways to improve

the company, a strong team player who works well across the organization and takes great pride in the quality and precision of his/her work. You also have:

- Experience in the renewable energy, electric power generation and/or transmission and distribution industry.
- Prefer 3-7 years of sales, consulting, business development, or commercial Experience.
- Growth mindset and a desire to learn continuously, work hard, be detail oriented, analyze, and experiment.
- Comfort using data and analytics to develop insights about market trends. Strong problem solver.
- Desire to work collaboratively in a fast-paced entrepreneurial environment.
- Track record of taking ownership over responsibilities and pursuing them diligently
- Bachelor's degree, preferably in a relevant subject (environmental studies, business, economics, engineering, sciences, computer science, mathematics, statistics, etc.) required. MBA or Master's degree preferred.
- Proficiency with Excel, PowerPoint and Word. Proficiency with Salesforce preferred
- Agility needed to adopt to changing priorities and capability to interface with all levels of the organization dispersed across the country and world.
- Excellent English communication skills (written and verbal). Proficiency in a second language (Spanish or Portuguese) a plus.

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.

Our team is mission driven with a strong desire to transform the way we power our world through the deployment of new technology.

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.