

Energy Storage Senior Sales Engineer EMEA (m/f/d)

Location: Remote in Germany or UK

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

Fluence, the global market leading energy storage technology company, is looking for an Energy Storage Senior Sales Engineer to strengthen offer management capabilities in the Europe, Middle East and Africa (EMEA) region.

The role is reporting into Fluence's Sales Engineering Manager EMEA, requiring an autonomous and pragmatic individual who has experience working in a matrixed and virtual environment, working with multiple stakeholders, on multiple projects/tasks at one time, and as part of a global team.

The role supports the regional Fluence Sales team who work across EMEA directly with developers, utilities and IPPs as well as via sales agents and channels across the region.

Experience within Energy Storage is an advantage but is not mandatory, an agile mindset and comfort working in a fast-paced start-up technology led environment is essential.

Responsibilities

The Energy Storage Senior Sales Engineer will:

- Translate customer requirements into compelling and optimised technical energy storage solution proposals in close cooperation with the EMEA Sales team
- Develop a deep understanding of energy storage technology platforms and provide the Sales team with technical support as well as product configuration guidance
- Assist in the development and management of sales tools and support materials
- Take the lead in identifying and evaluating proposals from installation contractors to support overall system integration and turnkey solution delivery
- Lead technical contract closing and work with Sales and other departments to negotiate supply and services contracts
- Capture customer technical and application requirements to shape product roadmaps
- Support in developing designs to meet applicable local codes and standards
- Handover all technical details of transacted deals to the Project execution teams and support in initial start-up of the project.
- Co-ordinate product readiness, product availability and pricing with the Product Management and Manufacturing and the Procurement department

Skills & Qualifications

- Bachelor's or Master's degree in engineering or similar technical discipline (a focus on electrical power engineering is preferred)
- At least five year's professional, in-depth work experience is required, preferred in the power industry
- Ability to solve complex technical problems and effectively communicate results
- Past offer management or technical contract review experience
- Experience developing technical and financial models using Excel and/or Matlab
- Experience working with CRM and engineering tools (e.g. Salesforce, CAD)
- Demonstrated experience working in energy storage, solar, other power generation or industrial balance of plant (e.g. EPC works)
- Knowledge of local standards, codes and regulations, particularly in UK and Ireland
- Passion and entrepreneurial drive, ability to prioritize and execute many parallel tasks
- Strong co-ordination and communication skills
- Effective in a highly collaborative yet informally structured work environment
- Willing and able to travel, domestically and internationally (expected 20% of time)
- Fluent in written and spoken English
- Previous experience working with engineering firms is a plus

GET IN TOUCH

Please send your resume and cover letter to careersgermany@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.