

Senior Digital Product Manager

Location: Arlington, VA (Flexible)

ABOUT FLUENCE

Fluence, a Siemens and AES company, is helping drive the global energy transition with grid-scale technology, products, and services that help customers maximize the value and performance of single projects or entire portfolios of assets. Fluence delivers energy storage and bidding optimization software products and engineering, delivery, and operational services to customers globally. The company has more than 5.6 GW of storage and optimized bidding assets in operation or contracted in 29 markets.

Our core values help direct our focus and how we work together and with customers. Our values are **Leading, Agile, Responsible, and Fun.**

Leading

Do you want to work to transform the global electricity industry? Do you believe that energy storage is the key to a clean energy future? Do you love learning and strive to improve the environment around you? Do you want to work at a collaborative entrepreneurial startup with the backing of two industry powerhouses, AES and Siemens?

Fluence is seeking a Senior Digital Product Manager to help us grow the value that we deliver to customers through commercializing and expanding our data-driven, digital intelligence offerings. The Senior Digital Product Manager will lead digital product strategy and product planning topics, with particular focus and oversight of product definition, pricing, positioning, road mapping, and go-to-market for Fluence's digital products. This role requires a special person who can create a start-up within a start-up.

Fluence has been successful in rapid topline growth delivering energy storage projects around the globe, and as such has a significant installed base. This product manager will help the business cultivate and grow new software-as-a-service offerings. As a member of the Product Management team, the Senior Digital Product Manager leads the revenue and margin planning for digital offers, drives the go-to-market planning, is directly involved in the specification of product functionality and is a key stakeholder in technology development for Fluence's product offerings. To ensure product development priorities meet business needs and are aligned with overall strategy, this role works highly cross-functionally, touching nearly every other part of the organization. The Senior Digital

Product Manager also stays current on customer needs, competitors' offerings and industry trends, to ensure Fluence's product plans result in offerings which are uniquely valuable to customers.

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. The Senior Digital Product Manager will:

- Provide thought leadership in digital product planning and strategy discussions.
- Lead and execute a plan to enable Fluence sales team to sell software-as-a-service products, with specific financial targets
- Directly interact with customers and Sales team to assess customer needs and develop product development plans.
- Interact with other key external stakeholders such as suppliers and industry trade organizations.
- Develop and own a product roadmap with clear ROI and business case justification. Optimize prioritization of development activities to maximize Fluence's competitive differentiation and achieve financial goals.
- Work with teams worldwide to analyze requirements and find commonalities and differences in local requirements.
- Identify business process improvements needed to sell, maintain and upgrade deployed software, and drive organizational change.
- Work within established product management processes, while identifying how those process could be optimized uniquely for software offerings.
- Define and groom requirements and specifications while participating in an Agile technology development process.
- Analyze competitor solutions and create insights into what development is needed to increase differentiation or close gaps.
- Own product documentation management for SaaS offerings, including documentation for both internal and external audiences.

Agile

The ideal candidate will have 10+ years of experience in software product management or product development roles, especially for a mid-size energy or technology company undergoing rapid growth. A BS in a technical field such as engineering, and/or an MBA, is preferred but not required. Most critical is an educational and work history background demonstrating deep competencies in analytical thinking encompassing both technical and commercial strategy as it relates to bringing software offers to the market.

Required skills include:

- Direct experience developing software products and associated go-to-market plans
- Experience as a product manager – proven ability to create business cases and ROI forecasts, proven ability to create go-to-market plans and translate them to sales teams
- Proven ability to learn fast.
- Willing to be accountable to develop and deliver plans, learning and failing fast along the path to success
- Knowledge of the underlying business tools, processes a company must implement internally to transact software
- Possesses strong interpersonal communications skills to coordinate with diverse internal and external teams worldwide.
- Demonstrates sound business judgment.
- Takes individual initiative and works with minimal supervision while being a collaborative team player and a leader
- Works dynamically across multiple teams and projects concurrently, in a technical business environment.
- Possesses an entrepreneurial drive for getting things done and a “whatever it takes” attitude.
- Experience in workflow tools such as JIRA.
- Experience in and knowledge of Agile development methods.
- Ability to utilize data and statistical analyses to inform decisions.
- Has excellent English verbal and writing skills. Additional languages or international work experience are a plus.
- A desire to make the world a better place through technology.

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.

Fluence's Product Management team is energized by our mission to change the way we power our world and the opportunity to create value for customers on the journey to a clean energy future.

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.