

Market Applications Director (m/f/d)

Location: UK or Germany

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?

Fluence is seeking an EMEA energy storage market applications director to help us grow the global energy storage market opportunity and alter the future path of the electricity grid. You will be the primary person responsible for opening access to new EMEA markets for energy storage and growing the addressable opportunity within markets that are already open. You will be an advocate for the energy storage value proposition to utilities, regulators, other government officials, NGOs and customers. As a member of a cross functional team. The EMEA Market Applications Director is directly involved in the development of new energy storage solutions, models, and technologies, with a specific focus on opening new markets for energy storage.

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.

- Identify new and emerging opportunities for energy storage and find innovative ways to unlock new markets for energy storage.
- Lead industry efforts to remove barriers, improve policy and regulation, and enhance the value case for energy storage.
- Educate customers and stakeholders in those markets on the benefits of energy storage. Enable transition of key customers down the sales pipeline.
- Identify policy, regulatory or other barriers to energy storage market entry.
- Create and implement regulatory and policy solutions that create access to markets for energy storage.
- Form and maintain constructive working relationships with electricity industry stakeholders, including utilities, regulators, other government officials, NGOs and customers.
- Participate in regulatory proceedings, regional market stakeholder processes, or other efforts as needed.
- Represent Fluence in regional industry trade associations.
- Prepare regional market plans that outline approach for access to key customers and applications.

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.

- An entrepreneurial spirit with demonstrated initiatives through prior work of achieving outcomes in small, agile teams.

- Expertise in electricity wholesale markets, with a strong knowledge of policy and market regulations across EMEA.
- Strong knowledge of market participants, stakeholder landscape, and energy storage market segments across the region.
- The preferred candidate should have a minimum of an undergraduate degree and 5-10 years of experience in energy markets or policy with a proven analytical capability.
- Advanced degree or MBA preferred.
- Strong presentation and interpersonal skills required. The candidate should be capable of creating compelling arguments and communicating them to audiences composed of technical, commercial, and regulatory backgrounds.
- Possess strong verbal and written communications skills, including the ability to contribute content within marketing collateral or messaging. Fluent english is required, additional languages are a plus.
- Solid financial modeling experience using Excel.
- Demonstrated business judgment and individual initiative. The ability to work with minimal supervision.
- Ability to work dynamically and cross functionally within teams spanning both the regional organization and the energy storage team in a fast-moving technical business environment.
- Possess an entrepreneurial drive for getting things done and a “whatever it takes” attitude. Exhibit a forward leaning posture, high ownership, and diligent pursuit of new opportunities.
- Ability to travel to target markets within EMEA region. Some global travel required.

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.

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.