Senior Product Manager, Hardware

Location: (Arlington, Virginia, or Continental US)

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 2020 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?

The Senior Product Manager, Hardware has ownership of product strategy and product planning topics, with particular focus and oversight of product positioning, roadmapping, and costing for Fluence's hardware products, such as Gridstack, Sunstack, and Edgestack. As a member of the Product Management team, the Senior Product Manager 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 roadmaps that meet business needs and are aligned with overall strategy, the Senior Product Manager works highly cross-functionally, touching nearly every other part of the organization. The Senior Product Manager also stays current on competitors' offerings and ensures Fluence's product plans result in offerings which are uniquely valuable to customers. Responsible

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 Product Manager, Hardware will be responsible for:

- Providing thought leadership in product planning and strategy discussions.
- Directly interacting with customers and Sales team to assess customer needs and inform product development plans.
- Interacting with other key external stakeholders such as suppliers and industry trade organizations.
- Prioritizing development activities to maximize Fluence's competitive differentiation.
- Working with teams worldwide to analyze requirements and find commonalities and differences in local requirements.
- Owning product-level cost models and leadership of initiatives to achieve competitive cost positions while balancing functionality and compliance needs.
- Defining and grooming requirements and specifications while participating in an Agile technology development process.
- Analyzing competitor solutions and insights into what development is needed to increase differentiation or close gaps.
- Owning product documentation development and management, including documentation for both internal and external audiences.

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 have 10+ years of experience in product management or product development roles, especially for a mid-size energy or technology company undergoing rapid growth. Experience with network and telecommunications equipment preferred.
- 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.

- Proven ability to learn fast.
- 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.
- 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 the mission to change the way we power our world and the opportunity to define and shape the products that fulfill this mission. We work every day knowing what we do makes a difference- both for Fluence and for society.

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.