

Job Title: Principal, Fluence Next
Reports to: Chief Technology Officer

About Fluence

Fluence, a Siemens and AES company, is the leading global energy storage technology solutions and services company that combines the agility of a fast-growing technology company with the expertise, vision, and financial backing of two industry powerhouses. Building on the pioneering work of AES Energy Storage and Siemens energy storage, Fluence's goal is to create a more sustainable future by transforming the way we power our world.

Leading:

Fluence Next is a newly formed team responsible for delivering new technology-driven business opportunities. The Fluence Next mission is to form, nurture and complete early-stage commercialization of new business line opportunities that materially expand the breadth of the Fluence enterprise. By capturing and accelerating the massive shifts in the power and energy industries, we will help drive the Fluence mission: To Transform the Way We Power Our World for a More Sustainable Future.

Responsibility:

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 primary responsibility of this role is to seek, find, define, nurture, and complete early-stage commercialization of business ideas driven by new technologies as a part of a small team of like-minded individuals with diverse backgrounds and bases of knowledge.
- This role will take a leading and sponsoring position for developing business opportunities driven by new technologies which unlock fundamentally new business models as well as associated changes in policy and regulatory landscapes.
- The position will advise and support the evaluation of new technology opportunities, partnerships, and potential M&A activities with respect to new technology innovations.
- You will act as a strategic business person to understand and develop opportunities in which Fluence can uniquely add value to existing and future markets.
- You will be responsible for the development of fundamental economic and business plan models for all new business opportunities.
- To be successful, you must look past common practices and understand what is possible from a fundamental, first principles perspective, while mapping out both technical and commercial pathways to form new opportunities to escape the status quo.

Agile:

Here at Fluence, we strive to continuously improve, to be intellectually curious and be adaptive to our customers' and employees' 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:

- Hold an advanced Degree in Economics or related financial field plus minimum of 10 years related experience. MBA, other business-related degree equivalent experience is also required.
- Broad, fundamental knowledge of economics and business and will have demonstrated application of first principles thinking in the power sector and the energy storage industry,
- Innate curiosity and divining intuition within the aforementioned fields as they pertain to the power system.
- A history of technology driven business endeavors which have fueled a humble but fervent passion for finding and creating value and possess a wealth of contacts in roles pertinent to Fluence Next.
- Belief that hard work is fun and a hands-on, no-time-like-the-present, no-task-too-menial attitude toward work and life.
- Analytic, capable of evaluating business options and making decisions based on data to resolve challenges or drive growth
- Leadership experience in a technology driven start-up company or business unit, possessing, strong people skills, disarming trustworthiness, and ability to lead diverse and informal teams.
- Desire and ability to work in a time-sensitive and agile growth environment
- Strong written and oral communication skills, including the ability to present ideas and suggestions clearly and effectively to internal and external audiences. Strong English language skills required, additional language a strong positive.
- Passionate for the future of power and energy.

Fun:

We are always looking for employees who are excited by challenges and the opportunity to be problem-solvers. Our entrepreneurial mindset allows for creativity, sense of urgency and fulfillment. Our employees love what we do and are passionate about the way we power our world.

Fluence Next believes that our results-driven passion for our work is far more critical to our success than being in the physical office every day. You are free to work from wherever is most effective, whether that is your home, a park, a mountain top, or one of our many welcoming office locations around the world. We also prioritize teamwork and a "hands-on" outlook, so we maintain travel flexibility for meeting in person with teammates, customers, and partners. Whether that travel is by plane, car, or bike, the point is to stay flexible and work in the most effective ways possible

If Interested please apply [HERE](#)

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, sexual orientation, marital or familial status.