

Principal Fluence, Next

Location: Arlington, VA, 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 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 Next is a newly formed Fluence organization responsible for delivering new technology-driven business opportunities. The Fluence Next mission is to identify, form, and complete early-stage commercialization of new business line opportunities to expand the breadth of the Fluence enterprise materially, by capturing and accelerating the massive shifts in the power and energy industry and aligning to the Fluence mission: To Transform the Way We Power Our World.

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 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. In this role you will also:

- Take a leading and sponsoring position for developing business opportunities driven by new technologies based on advances in areas of physical science and associated changes in policy and regulatory landscapes.
- Advise and support the evaluation of new technology opportunities, partnerships, and potential M&A activities with respect to new technology innovations.
- Act in your capacity as both a scientist and a strategic businessperson to understand and develop opportunities in which Fluence can uniquely add value to existing and future markets.
- 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, 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. What does a qualified candidate bring to Fluence?

- Hold an advanced Degree in a scientific or engineering field plus minimum of 10 years related experience. MBA, other business-related degree equivalent experience is also required.
- Broad, fundamental scientific knowledge in the areas of Physics and Chemistry 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 key fields of physics and chemistry 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 capabilities in German, or other, a strong positive.

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. We are passionate about the future of power and energy.

GET IN TOUCH

Please apply directly to the job posting on LinkedIn [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, veteran status, sexual orientation, marital or familial status.