

## Associate, Strategy and Operations, Fluence Digital

Location: San Francisco, CA, 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 22<sup>nd</sup> annual S&P Global Platts Global Energy Awards.

### **Leading:**

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. The company offers proven energy storage technology solutions designed to address the diverse needs and challenges of customers in a rapidly transforming energy landscape, providing design, delivery, and integration in over 160 countries. Fluence works closely with customers as trusted advisors throughout their journey and provides advisory, financing, and project lifecycle services.

This position will be within the new Fluence Digital business unit, formed following Fluence's acquisition of San Francisco-based start-up AMS. Fluence Digital's software technology uses artificial intelligence, advanced price forecasting, portfolio optimization and market bidding to ensure energy storage and flexible generation assets are responding optimally to price signals sent by the market.

**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.

This Strategy & Operations Associate will be an integral member of the Fluence Digital team, leading key efforts on go-to-market strategy, business model strategy, and business operations.

Key role responsibilities include:

- Collaborate with Fluence Digital (FD) leadership to develop business model strategy through identifying and sizing new market opportunities, building financial analysis, and conducting market research
- Support FD's go-to-market strategy through researching electricity markets, tracking energy policy, interviewing key stakeholders, summarizing implications for Fluence, and analyzing budgetary needs and return expectations
- Drive efficiency and cost reduction in business operations by gathering business insights, standing up tools, and driving process improvement across business units
- Drive internal and external-facing business process alignment across product offerings, regions, and functional teams by developing internal resources and maintaining key business partner relationships
- Facilitate business unit and executive reporting through developing presentations summarizing Fluence Digital's performance and objectives for Fluence's executive leadership team along with other senior stakeholders
- Assist internal FD operations such as managing vendors, onboarding new team members, preparing team-wide meeting materials

**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 have:

- BS/BA in an analytical field (e.g., Business, Computer Science, Engineering, Mathematics or related field)
- Three or more years of a successful track record in a management consulting, finance, corporate strategy, or equivalent strategic role with US or international company
- Excellent project management skills including attention to detail, organizing skills, written and oral communication skills
- Strong quantitative skills including ability to analyze complex data sets, build financial models, and communicate business insights through clear data visualization, recommendations, and actions

- Efficient and creative problem-solving capabilities with eye for business objectives, stakeholder priorities, and high emotional intelligence
- Desire to work towards solving challenges in energy and climate field with collaborative mindset and ability to uphold highest level of ethical and professional standards
- Energy industry knowledge, specifically of competitive/wholesale electricity markets preferred
- Experience with analytics, data visualization tools, and database query (i.e., SQL) preferred

**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.

- The Fluence Digital team is highly motivated by developing advanced optimization strategies to transform the way we power our world. We are deeply concerned by our changing climate and excited to have the opportunity to play a part in making low-carbon projects more viable.
- The role will be based in Fluence Digital's San Francisco office (remote candidates will be considered), and will report to Strategy & Operations Sr. Associate with close interaction with Commercial, Analytics, Product, Data Science, Engineering, and Finance teams. The role will grow over time as Fluence scales its SaaS products to new customers, types of energy assets, and markets.

**GET IN TOUCH**

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, veteran status, sexual orientation, marital or familial status.