

Deployment Manager (Americas)

Location: Alpharetta, GA or Continental US (remote work position)

Report to: Senior Director, Core Engineering and Commissioning

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

Fluence is currently deploying a robust portfolio of projects in the Americas, including multiple battery systems that are 100 MW/400 MWh or more. The Deployment Manager will lead a regional team of Network Engineers, Linux System Engineers, and SCADA Engineers. These Deployment Team members perform the following functions in the project delivery process:

- Specify the requirements for Application Modes in the Fluence OS.
- Complete the system network diagram for communication with RTU's of external stakeholders (customers, system operators).
- Determine the detailed points list for project RTU communication, and test out the RTU communication between stakeholder devices.
- Perform remote support for configuration and commissioning of network equipment.

- Complete all project-specific controls configuration and deployment, to include server and controls operating systems, DAS system initialization, project-specific controls parameters, and commissioning of project UI.

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 Deployment Manager will:

- Determine headcount requirements, hire team members, and staff projects to successfully execute deployment operations.
- Develop and track KPI's to measure effectiveness of deployment operations, and drive team performance to achieve KPI-centered goals and objectives.
- Develop training requirements, and mentor Deployment Team members in their growth and development.
- Develop and update deployment procedures and checklists as required to incorporate lessons learned and support implementation of new products.
- Support, lead, and facilitate Root Cause Analysis, Lessons Learned, and Management of Change Activities.
- Develop new tools, implement processes, provide feedback, and work with other stakeholders to ensure continuous improvement of project execution.

Agile

At Fluence, we strive to continuously improve, to be intellectually curious and to be adaptive to the needs of our customers and employees. Fluence prioritizes the most critical efforts that allow for the greatest impact. The following training and experience are valued by the hiring team:

- Ability to work in a manner consistent with the Fluence values of Leading, Agile, Responsible, and Fun.
- Leadership & Direct Supervisory experience in electric utility or generation/operations/technical teams (Storage, Solar, Wind, Hydro, Coal, Gas).
- An undergraduate degree in a related engineering field with 10+ years of professional work experience in a related field, such as industrial/utility construction, commissioning, project management, or operations.

- Proven track record of employing indirect leadership to gain alignment from stakeholders across an organization.
- Proven success on challenging projects where you made key contributions while demonstrating ownership, creativity, and initiative.
- Passion for your work, and communication skills such that your passion motivates colleagues, clients, suppliers, and contractors.
- Experience negotiating and managing contracts with 3rd party service providers.
- Successful track record of business process management to include project reporting/management, work execution, procure to pay, change management, workforce development and planning.
- Knowledge of battery energy storage systems, including knowledge/experience with grid qualification of ancillary services, is preferred.
- Experience commissioning electrical power plants, such as battery energy storage sites, substations, or solar/hydro/coal/gas plants, is preferred.
- Competence in MS Word, Excel, PowerPoint, and Outlook.

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.

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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.