

## Senior Sales Manager (m/f/d)

Location: Italy (remote)

### ABOUT FLUENCE

Fluence, a Siemens and AES company, is the global market leader in energy storage technology, software 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 6 gigawatts of projects and optimized bidding assets awarded across 29 markets worldwide. In 2021 we topped the Guidehouse utility-scale energy storage leaderboard and were also named one of Fast Company's Most Innovative Companies. 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

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 is seeking a passionate individual committed to using their talents to solve the most challenging problems of our time; helping to transform the way we power our world and accelerate a sustainable energy future.

The Senior Sales Manager will be a key interface to Fluence clients in Italy with responsibility for managing B2B sales opportunities, working closely with customers as a trusted advisor on complex deals, and closing of sales of energy storage technology, software and services contracts. The role would involve work directly with developers, utilities and IPPs on some of the most exciting projects in the world.

This position, reporting directly to the Southern Europe Regional Market Director, requires an autonomous and pragmatic person who has local knowledge and experience working in

Italian energy sector, is comfortable in a matrixed and virtual environment and working as part of a distributed and diverse global team. A knowledge of other energy markets in Southern Europe such as Spain, Portugal, and Greece others would be a plus. A strong technical knowledge of energy storage systems is highly desirable, and an agile mindset with comfort working in a fast-paced technology scale-up environment is essential.

## 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 position includes the following responsibilities:

- **Opportunity origination and filtering** – Assessing and prioritising sales opportunities using strategic selling criteria. Support data driven decision making via Salesforce and other reporting/CRM tools.
- **Technical and commercial support during sales process** – Become a subject matter expert across all elements of Fluence’s technology stack (the Fluence Cube, Fluence OS and Fluence IQ), able to answer a range of technical and commercial queries on our hardware, software, and services offerings.
- **Bid preparation, contract negotiation, and closing** – Coordinate the development of full proposals and tender responses to Fluence customers (in coordination with and support from specialist Fluence groups) to a high standard and drive transactions to commercial close.
- **Stakeholder management** – Regular customer engagement and representation of Fluence at industry association events, conferences, trade shows and regulatory forums at national level. Building lasting rapport and client relationships for driving long term repeat business.

## 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 successful candidate will have 7+ years relevant energy sector experience. In addition, qualified candidates will have:

- A university degree in Engineering or other relevant discipline is required. A Master's degree and/or doctorate is desirable.
- A demonstrated track record in building up a sales pipeline successfully and driving contracts to efficient close as a deal leader.
- Direct experience on battery-based energy storage systems and contracting from a technical and commercial perspective
- Strong stakeholder relationships and network within the Italian energy storage sector including with developers, IPPs and local EPCs
- Superior verbal and written communications skills and high attention to detail
- Fluent English and Italian is required. Proficiency in Spanish, Portuguese, or Greek is advantageous
- Excellent interpersonal skills and ability to work in a remote team environment, strong analytical skills and commercial acumen

The role (post COVID-19 restrictions) will include frequent local travel to customers and events across Italy and include some regional travel to customers in other parts of Southern Europe, as well as Fluence offices in Amsterdam, the Netherlands and Erlangen, Germany. Local travel will be about 30%, while regional travel will be about 10%.

## 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.

From building the world's first giga-battery (1200MWh!) to bringing the very first energy storage to 19 different new markets, you'll be part of a diverse global team that is at the forefront of replacing the analogue power plants of the past with the digital power plants of the future. As some of us like to say "winning is fun!" and at Fluence we expect you'll be doing a lot of it.

## GET IN TOUCH

Please send your resume and cover letter to [careersgermany@fluenceenergy.com](mailto:careersgermany@fluenceenergy.com).

Salary and benefits for the successful candidate will be competitive and commensurate with experience.

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.