

## Area Services Manager

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. Fluence is creating a more sustainable future by combining the agility of a technology company with the expertise and vision of two respected industry giants.

### OUR CULTURE AND VALUES

We are a start up with a purpose to transform the way we power our world. It requires creativity, diversity of ideas and backgrounds, and building trust to effect change and move with speed.

#### **We are Leading**

Fluence currently has 2.4 gigawatts of projects in operation or awarded across 24 countries and territories worldwide—and we are growing every day.

#### **We are Responsible**

Fluence is defined by its unwavering commitment to safety, quality, and integrity.

#### **We are Agile**

We achieve our goals and meet our customer's needs by cultivating curiosity, adaptability, and self-reflection in our teams.

#### **We are Fun**

We value the diversity in thought and experience of our coworkers and customers. Through honest, forthcoming, and respectful communications we work to ensure that Fluence is an inclusive and welcoming environment for all.

### ABOUT THE POSITION

The primary purpose of the Area Services Manager is to act as a support interface with all Energy Storage projects across a defined Region. The individual will be directly responsible for multiple support efforts depending on life cycle stage of project and will span commissioning to Post COD support. Areas of focus will be: Co-development and execution

of ES Ops processes/documentation, New Project Deployment Support and post COD support including issue identification and resolution, Project Reporting and Analytics. As the Area Services Manager you will:

- Drive and own O&M Service Business performance across key business metrics (Safety, Finance, Maint etc.)
- Own the service relationship with the customer through maintaining clear lines of communication, knowledge and execution of the contract.
- Own the safety culture, building on established Fluence safety management system (SMS).
- Owning the regional income state performance, including budget development in consultation with Global Services Lead.
- Drive proactive and reactive maintenance execution in Fluence Energy managed projects defined asset management strategies while incorporating a continuous improvement approach
- Manage multiple 3<sup>rd</sup> party service vendors in the safe execution of O&M services across contracted projects
- Identify new issues affecting product performance or Fluence Energy Service and Support business performance, develop plans for resolution, socialize, execute resolution, and follow up to ensure sustainable
- Support/Lead/Facilitate internal and external Root Cause Analysis and Management of Change Activities
- Facilitate site support by supporting global services OEM suppliers' management.
- Assist in the development & deployment of asset management strategies for customer assets
- Lead Battery Energy Storage Array O&M training efforts of new owners and 3<sup>rd</sup> party service providers.

What will our ideal candidate bring to Fluence?

- Undergraduate degree required with strong preference for technical degree (BSEE, BSME, BSCE, Chemistry, Physics, Math)
- 10 years related experience in electric utility or independent power producer experience within generation / operations / technical teams (Coal, Gas, Solar, Hydro, Wind).
- Must have experience leading safety efforts in an operational setting.
- Experience with income statement responsibility, including budget development.
- Proven track record of technical problem solving using a structured approach & complex analytics. Ability to adapt to dynamic conditions and stay focused/execute on goals.

- NetSuite or equivalent financial reporting platform experience required.
- Successful track record of business process management to include project reporting/management, work execution, procure to pay, change management, workforce development and planning
- Experience negotiating and managing contracts with 3<sup>rd</sup> party service providers.
- Highly developed interpersonal skills with ability to interface with multiple levels of customer organization.
- Deep planning, organizing and coordination experience among multiple stakeholders to achieve common goals directly impacting business performance.
- Project Management, meeting leadership and facilitation experience.
- Excellent MS Office; SCADA Experience; MODBUS Experience
- Must be willing and able to travel up to 50% of the time in support of existing & new Energy Storage fleet
- Requires ability to physically bend, stoop, sit, stand, walk, reach, climb ladders/steps, & lift up to 40lbs.
- Close vision, distance vision, color vision, peripheral vision, depth perception are all required.

## **APPLY**

Fluence uses LinkedIn Talent Hub to manage our recruitment process. To be considered for this and all roles at the company, [applicants must apply directly 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.*