

# Business Development Manager(ERCOT)- Fluence Digital

Location: (Texas, or Continental US)

## **ABOUT FLUENCE**

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.

## **Leading:**

Fluence Digital is a SaaS company with an A.I. software platform that uses deep learning algorithms to enable strategic, optimized trading of complex assets in energy markets. We've built the most advanced deep neural network optimization and trading platform specifically designed to enable the real-time, optimized transaction of complex energy assets, including batteries, solar, and wind. Fluence Digital is a business unit within Fluence Energy, a Siemens and AES company, a 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.

The Business Development Manager (Texas) will be an integral member of Fluence Digital's Commercial team, actively influencing Fluence Digital's corporate strategy, product strategy, and business development efforts. The role will focus on the Texas electricity market (ERCOT), with opportunities to expand focus into existing and new markets around the world.

### Responsible:

- Support Fluence Digital's growth in the ERCOT market, identifying and acquiring customers for Fluence Digital's products while providing the "voice of the customer" to inform product development activities
- Advance Fluence Digital's business development pipeline by preparing customer-ready presentations, pitching Fluence Digital's software to potential customers, and managing customer qualification, deal scoping, structuring, negotiation, and closing
- Utilize Fluence Digital's sales engineering tools and processes to model and quantify the value Fluence Digital can add for individual customers
- Support relationships with key customers, electricity market operators, regulatory bodies, utilities and external consultants
- Monitor policy and regulatory developments at the Electric Reliability Council of Texas (ERCOT), Public Utilities Commission of Texas (PUCT), by attending stakeholder initiative processes and participating in industry associations; inform internal stakeholders on impacts to Fluence Digital commercial and product strategies
- Track customers' progress in asset development (e.g., interconnection, contracting of key components and integration); maintain accurate records in Fluence Digital's customer relationship management system
- Track maturation of Fluence Digital's competitive environment to inform Fluence Digital positioning, product offering, and go-to-market strategies
- Leverage first-hand experience in the ERCOT market to provide input into the Fluence Digital product roadmap and strategy, including identifying and sizing new market opportunities, and working with Fluence Digital's product and engineering teams to estimate resource requirements and execute on new product and feature development

### Agile:

Here at Fluence, we strive to continuously improve, to be intellectually curious, and to 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 the following skills:

## Market experience

- Minimum of 6 years of experience in origination, structuring, negotiating, contract execution, and settlement, in a power marketing, procurement, trading, or project finance role (ideally involving the ERCOT market), including:
  - Experience managing physical positions in day-ahead and real-time markets
  - Experience developing trading strategies, managing risk thresholds
  - Experience with range of off-take structures, counterparties, technologies (e.g., solar, wind, energy storage)
  - Strong understanding of ERCOT market rules and fundamentals
  - Experience working with retail electric providers, independent power producers, utilities, and traders
  - Analytical skill set
  - Self-starter: eager to dive into details of previously unknown or lesser-known topics
  - Experience in sourcing data, managing analyses, and delivering targeted insights to internal & external stakeholders
  - Ability to identify key takeaways, and to translate them into data-driven recommendations and action plans
  - Efficient and creative problem-solver who is mindful of business objectives and communication styles, and drives towards decision-making
  - Communications & leadership
  - Excellent verbal and written communication skills, including understanding audiences and tailoring messaging accordingly
  - Eagerness to work in a collaborative, dynamic, and team-based environment
  - Excellent organizational skills and attention to detail
  - Demonstrated project management, research, and execution skills
  - Strong interpersonal and listening skills (e.g., to facilitate cross-functional collaboration)
  - Experiencing managing across functional domains

## And the following education:

- BS/BA in an analytical field (e.g., Computer Science, Engineering, Mathematics, Finance, Business, or related field)
- MBA degree (or similar graduate degrees) preferred
- Proficient with Excel and VBA

- (Optional) Proficient manipulating large data sets and performing analysis with programming languages such as Python

### **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 the decarbonization of the electricity sector.
- The role will be based in Fluence Digital's San Francisco office or at a remote location in Texas,<sup>1</sup> and will report into Fluence Digital's Senior Director of Business Development, with close interaction with Product, Data Science, Engineering, Operations, and Executive teams.

### **GET IN TOUCH**

Please apply to this role [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.

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<sup>1</sup> Fluence is a 'remote-first' workplace (i.e., employees are encouraged to work from their preferred location, though we have offices in San Francisco, CA; Arlington, VA; and Alpharetta, GA).