

Senior Commercial Analyst

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

As the Senior Commercial Analyst, you will:

- Lead diligence on product opportunities brought to the Growth team by reviewing project and business opportunities from a strategic, financial, technological, and regulatory perspective.
- Analyze product-level financials and risk profiles and prepare and present financial models for product development decision support.
- Problem-solve commercial risk questions related to Fluence products or projects to resolution using critical thinking, a strategic mindset, and evidence-based modeling.
- Present on commercial product advances to senior- leadership and customers.
- Identify, evaluate and analyze new market opportunities, including assessing revenue potential, strategic fit, and market entrance opportunities.

What will our ideal candidate bring to Fluence?

- The candidate will have experience evaluating risk and modeling project financials, a high level of excellence in presenting to senior management.
- Possesses strong interpersonal communications skills to coordinate with diverse internal and external teams worldwide, and distill complex topics into clear insights.
- A positive attitude and the confidence of a self-starter, taking some direction and running with tasks.
- Requirements are BS/BA degree (Finance, Accounting, Business or Economics); advanced degree (MBA, MS) desired.
- At least 5 years of work experience in a similar field.
- Familiarity with corporate finance and accounting, project finance, and M&A evaluation methods.
- Preparedness to handle multiple projects of varied types simultaneously, including analytical, marketing, and sales and strategy-focused.
- Share our belief of how our work improves lives by lowering the cost of electricity, increasing electricity reliability and resiliency, and creating a cleaner, more sustainable grid.

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.