



Sales Analyst / Application Engineer

Company: **ESS Inc.**

Location: **Tualatin, OR**

Company Profile

ESS Inc. is a fast-growing, venture-backed, clean technology start-up, located in Portland, OR. ESS has developed and is now producing an advanced flow battery technology for commercial, industrial, and utility-scale applications. With a team that boasts decades of experience in distributed power generation and energy storage technologies, ESS has developed an extremely cost-effective energy storage system that combines a safe, abundant and non-toxic iron electrolyte with our patented flow cell design and system controls. This combination of high performance with low cost means that ESS's Iron Flow Battery systems are ideally suited for applications that range in size from commercial energy management to utility-scale renewables integration.

Position Profile

ESS is seeking a dynamic Sales Analyst/Applications Engineer with strong skills in energy project analysis, electrical system installations, financial modeling and customer interaction. The role will focus on working with customers to develop application specific solutions for their energy storage needs.

This position will report into the Sales organization in ESS, while interacting with engineering and operations departments. The Sales Analyst/Applications Engineer will be a key member of the Sales team and is heavily involved in the qualification of opportunities, proposal and sales. As an integral member of the customer engagement team, the position will be based in Tualatin, OR, with roughly 10-25% travel required.

The ideal candidate will have a passion for customer success and clean energy, will thrive in a fast-paced entrepreneurial setting, be self-motivated and have an interest in disruptive, cutting edge technology. Someone who understands the culture, the rigor and the challenges of a start-up environment.

Responsibilities

- Support ESS' development of customers and the energy storage projects they are developing
- Educate customers and their engineering support contractors on the attributes and specifications of the Iron Flow Battery
- Review and coordinate responses to qualified sales leads
- Assist customers in designing technical integration plans for use of the Iron Flow Battery in their projects
- Maintain records of prospect interaction, proposals and project execution in CRM
- Coordinate and prepare formal proposal responses.
- Provide direct support to both Sales Managers to model economic, environmental and

energy benefits.

- Collaborate across the company to obtain and/or facilitate the creation of new marketing/sales content.
- Assist with assessing compliance with regulatory policies, permitting and industry standards/requirements.
- When required, assist in the installation, commissioning and monitoring of deployed Iron Flow Batteries
- Maintain awareness of process flows and contribute to process improvement ideas and activities.

Requirements

- BS Engineering (Electrical, Mechanical, Civil) or significant related experience
- 5 years experience in the clean energy space; ideally in renewables and energy storage systems
- Experience delivering strong value propositions and qualifying customer needs.
- Proven proficiency in energy modeling software; HOMER, PVsyst, AWS Truepower, ect.
- Demonstrated understanding of utility-scale and commercial electrical systems
- Experience calculating project financial pro-formas and financial analysis.
- Demonstrated experience creating and communicating business and financial models.
- Must be a "self-starter" and follow tasks through to completion with little guidance.
- Must be able to work in a Team environment to collectively develop solutions.
- Must be able to multi-task many projects and prioritize workload to meet business and customer deadlines
- Comfortable in fast-paced, collaborative work environment.
- Experience commercializing new technologies in the energy equipment space.
- Strong communication and presentation skills, affable, and demonstrated maturity and professionalism. Written and verbal communication skills.
- Must be able to communicate with customers as a good listener, responsively and with a sense of urgency
- Able to work in a cross-functional and geographically dispersed environment.
- Able to tolerate ambiguity, as we develop processes and operate entrepreneurially, to accomplish deliverables
- Must be able to work independently, as well as, thrive in a fast-paced, dynamic, team environment
- U.S. Citizenship or permanent residency required. Ability to travel internationally.