

Senior Category Manager, Battery Storage - Global Supply Chain

Location: Onsite – Heathrow, FL/ Onsite – Project Site/ Hybrid / Remote

About Prevalon

Prevalon Energy LLC (Prevalon), a Mitsubishi Power Americas and EES joint venture, is a leading global energy storage technology and services company that is empowering companies to deploy flexible energy solutions and accelerate a more sustainable energy future.

With 10 years of global battery energy storage experience and over 4 GWh of utility-scale battery energy storage projects deployed, Prevalon develops an end-to-end integrated battery energy storage solution that delivers throughout the entire lifecycle of your project and ensures performance.

Working with our customers to develop a solution to meet the demands of their energy system today and into the future, we are grounded by the principles of commitment, reliability and expertise to guide our decision making, design philosophy, and relationship building.

Our Culture and Values

Responsibility

Safety is at the core of everything we do. From the well-being and health of people to the quality of the products we develop and implement, sustainability is the foundation of our operations. Our expertise guides our decision-making and design development, and lives at the core of our mission.

Community

People are the focus and heartbeat of what we do. We prioritize the well-being of our customers, employees, and communities we work with. Through teamwork, collaboration, and open communication, we work together to continuously innovate.

Innovation

We value and encourage creativity in the ways we work and are always forward thinking. We embrace diversity of thought and adapt to emerging trends and technologies. We recognize the importance of respecting traditions but not beholden by them.

Accountability

We are focused on taking responsibility and ownership for our actions and decisions. We deliver on promises in a transparent and reliable manner. We are accountable in our commitment to sustainable practices and products.

Job Summary

The Senior Category Manager in Battery Storage is a strategic procurement role reporting to the Executive Vice President of Global Supply Chain. This role leads sourcing, contracting and RFPs for assigned battery storage categories including battery cells, modules, enclosure & integration. This role partners with Commercial Operations, Engineering and Legal to negotiate project specific terms, ensuring equipment supply and service agreements align with customer contracts. This role is also responsible for driving supplier quality and performance.

Essential Duties & Responsibilities

Essential duties and responsibilities include, but are not limited to the following:

- Drive business growth by developing and executing category strategies and plans to achieve cost competitiveness and supply security.
- Lead RFP sourcing to support bid process, obtain and evaluate proposals, ensuring compliance with project specifications, timelines to support project delivery.
- Negotiate project specific terms and conditions, lead the development and contracting of project specific equipment and service agreements.
- Support the Commercial Operations teams in the preparation of the Project Risk Assessment Matrix by identifying risks and mitigations in the supply chain, including geopolitical, economic, and environmental factors that may impact sourcing strategies.
- Research and analyze market trends, raw material costs (such as lithium), and technology roadmap to provide actionable insights.
- Drive cost reduction initiatives by building “should cost”, analyzing the total cost of ownership, pricing history, conducting market analysis, and leveraging global supplier networks.
- Lead QBR with key suppliers, track and report supplier quality and performance.
- Define and monitor KPIs for the assigned categories (supplier OTD, quality, lead time, savings and risk indicators)
- Perform other duties as assigned.

Knowledge, Skills, & Abilities

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or

ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- **Knowledge**

- Proficient Understanding of battery cells, modules and enclosures components.
- Proficient understanding of product development cycles and technical requirements.
- Proficient in procurement processes.

- **Skills**

- Proven track record of developing and executing category strategies and delivering measurable cost, quality and risk improvements.
- Strong negotiation, contracting and communication skills.
- Ability to work closely with Engineering teams with good understanding of product development cycles and technical requirements.

- **Abilities**

- Proficient in ERP systems (e.g., SAP, Oracle) and E Procurement tools (e.g., Coupa, Ariba).

Education & Experience

- Bachelor's Degree in Supply Chain or Engineering, or related field.
- 5+ years of experience in category management, supplier management with 3+ years of experience in renewable industry with BESS experience preferred.
- Experience in managing projects to support strategic procurement goals.

Physical Requirements & Work Environment

The physical demands and work environment characteristics described herein are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- **Physical Demands Matrix**

- The position requires constant sitting, primarily due to desk and computer-based work.
- The employee will spend occasional time standing or walking for activities such as moving around the office and attending meetings.
- Lifting or carrying typically involves handling items up to 50 pounds, such as office supplies or a laptop bag.

- **Work Environment Conditions**

- Work is performed in a climate-controlled office environment with standard lighting and noise levels.

- **PPE Requirements (if applicable)**

- Standard office attire applies for daily work.

- **Travel Requirements (if applicable)**

- Domestic and international travel may be required up to 10%.