



Sales - 3-phase UPS Channel Partners Manager

About us

Centiel SA is a technology company based in Switzerland that designs, manufactures, and delivers industry-leading power protection solutions for critical infrastructure. Our range of class-leading, high-efficiency UPS systems provides maximum availability and reliability, and has been developed by the innovators of the first transformerless UPS and the world's first three-phase modular UPS.

Centiel operates in over 50 countries, with more than 80 partners and 8 subsidiaries worldwide. This rapidly expanding network delivers best-in-class power protection solutions across the globe.

Note: In line with our strategic growth, we are proactively collecting applications for this position as part of a forward-looking recruiting initiative. This means we are evaluating candidate profiles today to anticipate future hiring needs aligned with our development plans.

Who we are looking for

To support our global expansion, we are seeking a **Sales- 3-phase UPS Channel Partners Manager** with a proven background in B2B channel management and a strong understanding of the 3-phase UPS and power protection market.

The ideal candidate combines commercial acumen, relationship-building skills, and technical insight to drive growth through our international network of distributors and resellers.

- Workplace: Cadro (Lugano), Switzerland
- Reporting to: Global Sales Director
- Working rate: 100%

Role purpose

The Sales- 3-phase UPS Channel Partners Manager will develop and strengthen Centiel's partner ecosystem, managing existing distributors while identifying new business opportunities.

You will act as a trusted advisor, ensuring revenue growth, partner satisfaction, and alignment with Centiel's commercial strategy.

Key responsibilities

- Develop, manage and support, to proactively drive Channel Partners' growth.
- Identify, qualify, and onboard new partners in assigned regions.
- Build long-term relationships based on trust, collaboration, and shared success.
- Provide partners with commercial and technical support: offers, project follow-up, asset management, and target tracking.
- Negotiate and manage Channel Partner agreements and performance plans.
- Represent Centiel as a Brand Ambassador at key industry events, trade shows, and conferences.
- Collaborate closely with Marketing, Order Fulfilment, and After Sales to ensure customer satisfaction.
- Deliver accurate forecasts, pipeline visibility, and periodic sales reports.
- Meet and exceed assigned revenue targets.

Qualifications & experience

- Proven experience in the 3-phase UPS or power protection industry.
- Strong track record in achieving sales growth through partner networks.
- Excellent negotiation, presentation, and communication skills.
- Entrepreneurial mindset: structured, autonomous, and results-driven.
- Financial and commercial acumen with strong analytical ability.
- Proficiency in Microsoft Office and CRM tools.
- Experience in training or mentoring sales teams is a plus.
- Fluency in English (mandatory); one major European language (German, French, Italian, or Spanish) is highly desirable.
- Technical background or engineering education is an advantage.
- Willingness to travel internationally.

Skills & competencies

- Strong planning, prioritization, and organizational skills.
- Ability to manage multiple partners and projects simultaneously.
- Excellent interpersonal and influencing abilities at all levels.
- Strong customer orientation and responsiveness.
- Analytical thinker with attention to detail and accuracy.
- Resilient under pressure, proactive, and solution-focused.
- Excellent written and verbal communication.
- Self-motivated, confident, and team-oriented.

Company values & behavioural competencies

At Centiel, our values guide both our decisions and our daily behaviour.

They define who we are and how we act — shaping the way we work together, serve our customers, and drive innovation.

- Safety, integrity, respect, teamwork – act with honesty and care for people and the environment.
- Own it – act with urgency – take responsibility, make things happen, and deliver with commitment.
- Foster a customer-first mindset – listen, anticipate needs, and create lasting value through service excellence.
- Lead by example – drive continuous improvement – challenge the status quo and share knowledge to grow together.
- Think big and execute – combine ambition and discipline to turn ideas into tangible results.

Every Centiel employee is expected to embody these values through proactive problem-solving, transparent collaboration, and a continuous desire to learn, improve, and contribute positively to our culture and brand.

Expected results in the first 6–12 months

- Establish strong and trust-based relationships with key Channel Partners across assigned regions.
- Deliver the first two regional sales plans, achieving agreed revenue and margin targets.
- Implement a structured reporting and forecasting routine aligned with Centiel's sales processes.
- Improve partner performance through regular communication, joint business reviews, and training.
- Increase brand visibility by supporting at least one major partner event or trade show.
- Build and maintain a qualified sales pipeline with measurable growth opportunities.

Contract details

- Permanent full-time contract (100%)
- Start date: TBD

What we offer

- Competitive salary aligned with responsibilities
- High degree of autonomy and trust
- Inclusive and dynamic work environment
- Free parking, showers, and locker rooms
- Close to public transport and nature trails
- Support for work-life balance and wellbeing

How to apply

If you identify with this role and are interested in joining us, please send your application, indicating " **Sales- 3-phase UPS Channel Partners Manager** " in the subject line, and include your CV and relevant certificates to: hr@hq.centiel.com