



Pre-sales Application Engineer – Critical Power

About us

Centiel is a Switzerland-based technology company that develops, manufactures, and supplies power protection solutions for critical infrastructure. Its product portfolio includes uninterruptible power supply (UPS) systems designed to support operational continuity and energy efficiency. The company builds on engineering expertise in transformer-less and modular UPS technologies. Centiel operates through a network of subsidiaries and channel partners to serve customers in various international markets. Centiel (CNTL) is listed on the SIX Swiss Exchange.

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

We are looking for a technically strong and customer-oriented Pre-sales Application Engineer to support our Sales organization. The ideal candidate is able to translate customer needs into effective technical solutions and contribute to winning competitive bids.

You will be involved in the pre-sales phase, from customer requirement analysis to technical solution design, quotation support, and tender preparation, contributing directly to customer satisfaction and the growth of Centiel's global business.

Contract details

- Permanent full-time contract (100%)
- Starting date: TBD
- Workplace: Cadro (Lugano), with occasional travel
- Reporting to: VP Data Center Solutions – Critical Power

Scope of the role

This position is accountable for supporting the sales process by analysing customer requirements, designing and configuring technical UPS and power protection solutions, preparing competitive offers, and ensuring that requirements are clearly understood and translated into feasible, accurate, and commercially strong proposals.

The role also ensures a clear technical handover to Project Management once a project is awarded.

Responsibilities

- Analyze customer requirements and develop technically sound UPS and power protection solutions aligned with customer needs and Centiel product standards.
- Prepare accurate technical proposals, costings, and tender documents to support competitive offers.
- Collaborate with Sales to strengthen value propositions, improve offer quality, and increase conversion rates.
- Engage with customers to clarify technical needs, explain proposed solutions, and build confidence in Centiel's technical approach.
- Coordinate with suppliers and partners to secure competitive pricing, technical input, and delivery conditions.
- Support a clear technical handover to Project Management once a project is awarded.

Candidate profile

Qualifications, Skills & Experience

- Degree in Electrical Engineering, Power Engineering, a related technical field, or equivalent practical experience
- Experience in pre-sales, application engineering, or technical sales within a technical environment
- Experience in preparing quotations, technical documentation, tender material, or customer-facing technical proposals is an advantage
- Strong analytical skills with the ability to design and optimize technical solutions
- Accuracy and attention to detail in preparing technical offers, costings, and project-related documentation
- Customer-oriented mindset with strong communication and presentation skills
- Ability to translate complex technical concepts into clear and compelling proposals
- Proactive, solution-driven, and results-oriented approach
- Experience in UPS, power protection, or datacenter industry is a strong plus
- Proficiency with MS Office; experience with CRM, quotation tools, or similar systems is an advantage
- Strong English language skills; additional European languages are an asset

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

- Deliver accurate, high-quality technical proposals aligned with customer needs, tender requirements, and Centiel product standards
- Actively support sales in increasing win rates and closing key opportunities
- Improve quotation turnaround times and responsiveness to customer requests
- Strengthen collaboration with sales, engineering, and external partners

Ensure smooth, complete, and structured technical handover of won projects to Project Management.

What we offer

- Fair salary in line with the responsibilities of the role
- Flexibility and attention to personal needs in relation to professional activity
- Autonomy in carrying out tasks
- Stimulating, open, and inclusive work environment
- Workplace conveniently located near public transport, with covered parking, showers and changing rooms, and close to natural trails that make it easy to combine work with sports activities.

How to apply

If you identify with this role and are interested in joining us, please send your application, indicating “**Pre-sales Application Engineer - Critical Power**” in the subject line, and include your CV and relevant certificates to: hr@hq.centiel.com.