



Product Manager – Critical Power

Critical Power Portfolio

About Centiel SA

Centiel is a Swiss technology company specialising in advanced uninterruptible power supply (UPS) systems for mission-critical applications. Headquartered in Switzerland and listed on the SIX Swiss Exchange under the ticker symbol **CNTL**, the company develops, manufactures and delivers high-performance power protection solutions designed to ensure the continuous availability of critical infrastructure.

Centiel's product portfolio covers modular and standalone UPS systems for data centres, healthcare facilities, financial institutions, telecommunications, transportation, industrial environments and other applications where power continuity is essential. Its flagship modular UPS technology is based on a distributed architecture designed to provide high availability, operational flexibility and scalability while avoiding centralised single points of failure.

Who we are looking for

We are looking for a **Product Manager – Critical Power** to become the technical reference point for our UPS portfolio: the person who knows the products better than anyone outside R&D, keeps the technical content accurate and commercially usable, and turns engineering capability into arguments that win business.

- **Workplace:** Cadro (Lugano), Switzerland, with occasional international travel
- **Reporting to:** Chief Sales Officer
- **Working rate:** 100%

Role purpose

You own the product life-cycle from a commercial standpoint: documentation, technical sales content, positioning and market feedback. You support Sales, Marketing, partners and subsidiaries with structured product knowledge, and you feed what the market says back into R&D and the factory so the portfolio keeps its technical edge.

Why this role is different

In most companies of our size, product management is a documentation job; in large OEMs it is a slice of a global matrix, several layers away from engineering. Here it is neither. R&D, the factory and the commercial organisation sit in the same building, so you can walk to the people who design and build the products, and be heard.

Centiel listed on the SIX Swiss Exchange in April 2026, which brings the discipline and visibility of a public company. The organisation is still small enough for whoever takes this seat to define how product management works rather than inherit it.

Key responsibilities

Product documentation and technical content

- Own and keep current the documentation set: datasheets, manuals, presentations, guidelines and language versions.
- Ensure technical accuracy and consistency of all product information shared internally and externally.

- Develop the technical-commercial toolkit: price lists, configuration guidance, comparison material and Sales support content.

Technical sales support

- Act as the reference point for product questions from the direct sales team, channel partners and subsidiaries.
- Support tenders and product introductions with accurate specifications and clear differentiation.

- Join customer visits, partner meetings and trade shows to provide technical-commercial support.
- Deliver product training to partners, customers and internal teams, including Sales and After Sales.

Positioning and market feedback

- Translate technical features into commercial arguments the sales team can use.
- Track competitor products and market sentiment; report what it means for our portfolio.
- Turn field and channel feedback into concrete improvement input for R&D and the factory.

Cross-functional coordination

- Act as the link between Sales, Marketing, R&D, the factory, subsidiaries and partners.
- Support product initiatives through coordination and practical problem-solving.

Qualifications & experience

- Degree or technical qualification in Electrical or Electronic Engineering.
- Experience in product management, technical product support, application engineering or technical sales support.
- Experience in UPS, critical power, power electronics or the data centre market is a strong advantage.
- Able to produce technical documentation and presentations to a professional standard.
- Fluent English is essential; Italian and/or German highly desirable.

Skills & competencies

- Understands technical detail and explains it in the language of the person in front of you.
- Structured and accurate: content is correct, consistent and finished, not almost finished.
- Curious about the competition and the market, with the discipline to write down what is learned.

Expected results in the first 6–12 months

- Bring the concepts and internal features of the product to outstand in the market

How to apply

If you identify with this role and are interested in joining us, please send your application, indicating "**Product Manager – Critical Power**" in the subject line, and include your CV and relevant certificates to:

hr@hq.centiel.com

- Become the internal reference point for product questions from Sales and partners.
- Bring the product documentation set to a fully accurate, current and aligned state.
- Deliver product training for the Sales and After Sales teams.
- Produce a competitive positioning view of the portfolio.

Company values

- 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.
- Lead by example – challenge the status quo and share knowledge to grow together.
- Think big and execute – combine ambition and discipline to turn ideas into results.

Living and working in Switzerland

- Cadro sits ten minutes above Lugano, the largest city in Italian-speaking Switzerland.
- Direct trains reach Zurich in under two hours; Milan Malpensa is around 90 minutes by train, or under an hour by car.
- Italian is the language of the canton; English is standard in business.
- Lake Lugano and the mountains are on the doorstep: swimming, sailing, cycling, hiking and, in winter, skiing in the Alps.

Contract & what we offer

- Permanent full-time contract (100%). Start date: TBD.
- Competitive salary in line with the role.
- Real ownership of the portfolio, with direct access to R&D.
- Free parking, showers and locker rooms; close to public transport.