netsuisse

SALES · PARTNERSHIPS

Partner & Channel Manager

Partner recruitment · Hands-on enablement · Channel revenue

European technology for the Smart Workforce — MOVE · CONNECT · WORK

Based in Edinburgh (hybrid) · From 60% (0.6 FTE) · United Kingdom

About Netsuisse

Netsuisse builds European technology for the Smart Workforce across three business fields — MOVE (e-mobility), CONNECT (telecommunications) and WORK (building & IT solutions). Two principles shape our platform and our services. First, digital sovereignty: our solutions run on-premise, hybrid or in the cloud, so customers decide for themselves where their data and workloads sit. Second, the connection of business processes across fields and organisations: by linking systems, data and workflows, single transactions turn into reusable value.

We are a small team in an early growth phase, with offices in Villmergen (Zurich), Barcelona and Edinburgh. The group is Swiss-rooted, with the parent company in Switzerland. Enabling partners is central to our model: we supply technology solutions to partners and support them continuously (a wholesale or B2B model) — complemented by distribution partnerships with selected vendors of IT infrastructure and security.

The three fields are more closely connected than they first appear: MOVE, CONNECT and WORK all serve the same Smart Workforce — the people an organisation moves, connects and equips for work — and run on one platform with a shared data layer. workforceOS ties them together: workforceOS Voice covers telecoms and VoIP (CONNECT), the workforceOS OCPP cloud links charging infrastructure to billing and roaming (MOVE), and in WORK it connects building technology. On top sits an AI-supported process layer that brings the fields together into end-to-end business processes. Taking this offering to market through partners is what this role is about.

The role

We are looking for a Partner & Channel Manager to build the Netsuisse indirect sales network in the United Kingdom. You recruit new partners, enable them to sell on their own and own the revenue that comes through the channel. The role covers the UK market; we are filling the same position in our two other markets in parallel, so you will have colleagues facing exactly the same task.

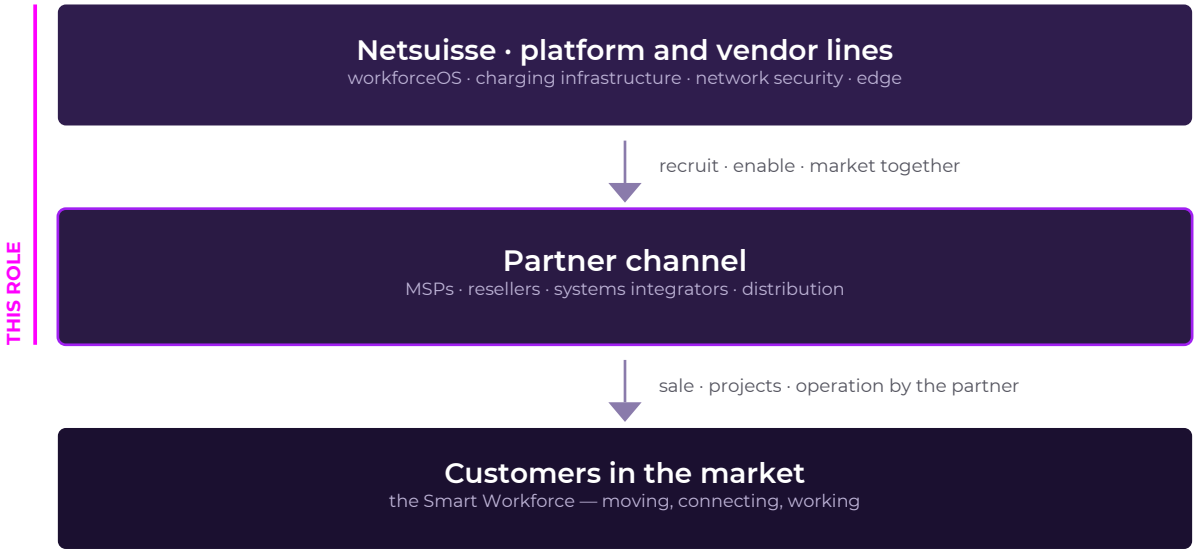
The role is deliberately built around growth: the focus is on winning and activating new partners, not administering an existing portfolio. You carry revenue responsibility for the indirect channel, and you structure your own work: there is no set territory mechanic and no sales machine setting your pace. You decide how to balance prospecting, enablement and closing, and which partners deserve your time.

The offering is broad: you carry several vendor lines across the three fields — from charging infrastructure through network security to edge systems — and above them workforceOS, which ties the parts into end-to-end processes. These lines stay in one pair of hands because they serve the same partner channel and point at the same Smart Workforce. Your job is to shape the right proposition for each partner rather than sell each line on its own, which takes an overview and the judgement to set priorities.

This is a hands-on role. Until we add a dedicated presales engineer, you also carry the light presales work yourself: running the demo, walking a partner through a solution, sizing a straightforward opportunity and answering the technical questions that come up in the first conversations. You are not expected to design or deliver — that sits with Solution Consulting and with the partners — but you should be able to show the product rather than only talk about it. You work closely with the Managing Director and directly with our vendors, whose presales and technical people back you up on anything deeper.

You sell and manage through the channel — the solutions themselves are designed and delivered by the colleagues around you: you work closely with the Managing Director of your market, hand over to Solution Consulting & Business Analysis for solution design and delivery, feed market input back to Product Management workforceOS, and have a short line to the engineering team in Barcelona on feasibility and roadmap. The role is hybrid; your local network and market access are decisive for its success.

What you will do



Netsuisse does not deliver directly but through partners — this role builds the channel and carries the portfolio into the market.

Netsuisse does not sell to end customers directly but through partners. Your task is to build that network in the United Kingdom: find the right partners, get them selling quickly and turn that into recurring business.

Partner recruitment & activation

- Work the partner market systematically — identify, approach and win MSPs, resellers, systems integrators and distributors
- Onboard new partners and support them through to their first independent deal
- Set up joint business and sales plans, agree targets and follow them through
- Negotiate and run commercial terms, co-marketing and joint campaigns

The portfolio in your market

You represent the full Smart Workforce portfolio to the same partner channel — the vendor lines and our own platform belong together and are not run separately.

- MOVE — charging infrastructure: hardware and operation, connected to the workforceOS OCPP cloud with billing and roaming
- CONNECT — voice and multichannel communication on workforceOS Voice
- WORK — network security, edge infrastructure and building integration for partners and their customers
- workforceOS on top — the platform that turns individual products into end-to-end business processes and single orders into recurring business
- Choose the right entry point for each partner and run the portfolio as one proposition rather than separate topics side by side

Hands-on support & vendor work

Until a dedicated presales engineer joins, the light technical work in a deal sits with you — supported by the Managing Director and by our vendors.

- Demo and explain workforceOS and the vendor lines yourself, in partner meetings and towards their customers
- Qualify and size straightforward opportunities, and answer the technical questions that come up early in a deal
- Pull in vendor presales and technical resources for anything deeper, and pass real design and delivery to Solution Consulting
- Work directly with our vendors — certifications, deal registration, joint pipeline and campaigns
- Shape the case for a dedicated presales engineer in the market as the channel grows

Revenue & partner development

The role is measured on the business that actually comes through the channel — on deals closed and invoiced, not on activity.

- Revenue responsibility for the indirect channel in your market, with your own planning and forecast
- Build channel pipeline and close deals together with your partners
- Train and enable partners — positioning, proposition design and the argument for workforceOS and the vendor lines
- Maintain and grow existing partnerships: turn first deals into recurring business
- Structure your own go-to-market — set segments, sequence and pace, and make the results transparent

How the role fits into Netsuisse

The role is the interface between market and organisation — the selling sits with you, the delivery with consulting and partners.

- Close alignment with the Managing Director of your market and clean handover to Solution Consulting & Business Analysis for solution design and delivery
- Day-to-day work with our vendors — their channel and presales teams are an extension of yours
- Feed market input back to Product Management workforceOS in a structured way — requirements, pricing models, competition
- Alignment with the engineering team in Barcelona where feasibility and roadmap matter to a deal
- Exchange with the channel managers in the two other markets — shared partners, shared approach, shared experience

What we are looking for

Sales & partner business

- Several years in indirect sales or channel management in an IT environment
- An established network in the IT partner market in your country (resellers, MSPs, systems integrators, distribution) — or a demonstrable drive to build one
- A track record in building new partnerships, not only in managing existing ones
- Relationship and negotiation strength with a clear focus on closing
- Confidence with planning, forecasting and pipeline management — and the willingness to be measured on revenue achieved
- The ability to make sense of a broad portfolio: positioning several vendor lines and our own platform credibly at the same time
- A background from the MSP, reseller, systems integrator or distribution world is a clear plus

Technical understanding (enough to demo and scope a deal, not to design or deliver it)

- A solid grasp of enterprise ICT — infrastructure, cloud and hybrid, networking and cybersecurity — enough to hold your own with partners and their customers
- The confidence to run a demo and walk a partner through a solution yourself, and to size a straightforward opportunity
- Familiarity with one or more of e-mobility / OCPP, telecoms / VoIP or building & IT is an advantage
- The ability to use digital sovereignty and the choice between on-premise, hybrid and cloud as a commercial argument

Languages

How you work & where

- You are at home in a small team at an early stage — independent, accountable, wearing several hats and effective with little supervision
- You structure your own work — the go-to-market, the priorities and the pace come from you, not from a sales machine
- You pull: you think commercially, go out to the market and do not wait to be assigned
- Based in Edinburgh (hybrid) with an established presence in the local market; from 60% (0.6 FTE), open upwards
- Willing to travel within your market and occasionally to the other offices

What we offer

- A central role in building the partner business in the United Kingdom — you build the channel rather than administer an existing portfolio
- A performance-based component on the revenue you generate through the channel
- A distinctive proposition: workforceOS connects MOVE, CONNECT and WORK on one platform and opens new business areas for partners
- A real path forward: you start by building the channel hands-on and take on more responsibility as it grows, with a dedicated presales engineer to follow
- Hybrid working with short, unbureaucratic decision paths inside a Swiss-rooted, internationally active group

About the Netsuisse Group

The Netsuisse Group is a European technology company with Swiss roots and offices in Villmergen, Barcelona and Edinburgh. It builds the foundation for the Smart Workforce — so that people and organisations can move, connect and work — across three fields: Move (electric mobility), Connect (secure, sovereign communication) and Work (building & IT infrastructure). Its open platform workforceOS brings the three fields together in one intelligent backend and creates value through AI integration, business workflows and desktop & mobile apps. Empowering how we move, connect and work. More at www.netsuisse.group