



Partner Manager - UKG Ecosystem

In our office in Petaluma (CA), Huntsville (AL), Atlanta (AL) or remote.

Ingentis is a global leader in organizational visualization and people analytics solutions. As a UKG Premier Partner in the Org Charting Category, we empower enterprises to transform organizational data into strategic insights, enabling better decision-making, workforce planning, and business outcomes. Backed by the Carlyle Group, Ingentis is scaling rapidly and building strong partnerships with leading HCM providers including UKG, SAP SuccessFactors, and Workday.

As Partner Manager, you will be responsible for driving Ingentis' success within the UKG ecosystem. This includes managing and growing the strategic relationship with UKG while also building sales partnerships with other ecosystem players (e.g. implementation partners).

At Ingentis Inc, you will be part of a dynamic, growing, and remote-friendly team with a startup mentality. We take pride in providing a diverse work environment where everyone counts and has the support to grow as a person and as a professional. Our core values are trust, reliability, honesty, and we value relationships and gaining the trust of customers over short-term business results.

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Your key responsibilities

- Serve as the primary relationship owner for the Ingentis-UKG partnership
- Ensure Ingentis is consistently included in UKG's account planning, sales motions, and partner strategy

- Track, report and communicate on partnership OKRs (pipeline contribution, influenced revenue, joint activities)
- Identify and establish sales partnerships with additional UKG ecosystem players
- Educate and enable UKG AEs, consultants, and partner sales teams on Ingentis' product capabilities
- Represent Ingentis at UKG Aspire and other ecosystem events, ensuring strong market visibility
- Partner with Ingentis sales, marketing, and product to align with UKG ecosystem priorities

Qualifications

- 5+ years of experience in partner management, alliances, or channel development in enterprise SaaS or HCM technology
- Strong understanding of the UKG ecosystem (preferred) or proven experience in other leading HCM ecosystems such as SAP SuccessFactors, Workday, ADP or Oracle HCM
- Proven track record of executing joint GTM programs and generating pipeline through partner channels
- Exceptional relationship-building and stakeholder management skills at multiple levels. Excellent communication and presentation skills with the ability to influence sales teams and partners
- Willingness to travel (20–30%) for partner meetings, events, and ecosystem activities

What we offer

- Health, dental, and vision insurance
- 401k
- Collaborative and innovative team culture
- Flexible working time
- Modern office spaces
- Complimentary drinks and snacks
- Joint company events

This is Ingentis

- You are part of a humorous team
- You have a wide range of tasks that you tailor to your strengths
- You work very independently and make progress
- You are in close contact with those responsible for the project and product
- You enjoy a lot of trust

Apply Now



If you have any questions you can contact our Recruiter Marcel Aflatoon on LinkedIn:
www.linkedin.com/in/marcel-aflatoon-81a9b8173

Feel free to visit our website to learn more about us: www.ingentis.com