



Be part of our interconnection story.



DE-CIX (German Commercial Internet Exchange) is the world's leading Internet Exchange operator and since its inception it has had a decisive influence on shaping the guiding principles of the present and future Internet in various leading global bodies. At our locations in Europe, Africa, North America, the Middle East and Asia, we work at the heart of the Internet. For over 30 years, our interconnection services have contributed to the creation of new digital ecosystems worldwide and have prepared people, businesses and organizations for the coming decades of digital evolution. The DE-CIX Internet Exchange in Frankfurt (Germany) is one of the largest in the world. For more information, please visit www.de-cix.net.

We are now looking for a committed person for **Frankfurt** as

Senior Account Executive - Existing Business (Corporate) (w/m/d)

Our Offer

Our customers include the world's largest enterprises, cloud providers, content platforms, and network operators who rely on DE-CIX for mission-critical connectivity. As a Senior Account Executive - Existing Business, your responsibilities will include:

- Own a portfolio of DE-CIX's largest enterprise customers. Own NRR, churn and customer health across your portfolio. Reverse revenue erosion and restore net revenue retention above 100%. Transition accounts above 110% NRR to the Grow motion
- Lead renewals end to end and protect commercial value. Identify revenue risks and execute retention and win-back plans
- Drive growth through targeted upselling and cross-selling. Execute multi-year account plans with executive engagement
- Build a scalable Corporate Retain playbook with Revenue Operations and Customer Success. Standardize account playbooks, health scoring, and renewal governance. Shape the Corporate Retain function, with a path to future leadership
- Advise customers on cloud, resilience, security, and connectivity. Align internal teams to deliver customer value. Represent DE-CIX across the enterprise ecosystem

What also awaits you:

- A senior, high-impact role within a globally recognized interconnection leader and long-term career development opportunities
- The opportunity to work with some of the world's most demanding and innovative enterprise customers
- An international, collaborative environment with strong technical and commercial expertise
- Great working conditions (extensive personnel development measures, an occupational pension scheme, Deutschlandticket, Bike leasing, health promotion, support on child care, and lots more)
- Extremely friendly and supportive colleagues

This is important to us

- 8+ years of experience in enterprise sales within ICT, networking, cloud, or connectivity
- Proven success retaining and re-growing high-value enterprise accounts
- Strong existing-business development experience
- Skilled in renewals, contract negotiation and value protection
- Demonstrated leadership potential through mentoring or process ownership
- Strong knowledge of networking, interconnection, cloud, and Network-as-a-Service
- Able to turn technical solutions into business value
- Fluent in English and German; Spanish is a plus

Apply now

Contact

Your experience in a comparable sales role, your team spirit, and your enthusiasm for technology and customer relationships matter more to us than formal academic qualifications. If you are ready to take ownership in an international environment and bring together commercial drive, teamwork, and initiative, we look forward to receiving your application, including your salary expectations.

Your contact person for questions is [Selin Güldner](#).

DE-CIX takes the protection of your personal data very seriously and strictly adheres to the rules of data protection laws. For more information, please see our [data protection declaration](#).

