



Be part of our interconnection story.



DE-CIX is the world's leading Internet Exchange (IX) operator, with locations in Europe, North and South America, the Middle East, India, and Asia. PT DECIX Indonesia Pratama, a joint venture between DE-CIX and PT IDMarco Digital Solusi, a subsidiary of the Salim Group, offers peering, cloud and AI connectivity, and network interconnection services for Internet Service Providers, telecommunication companies, and cloud service providers in Indonesia. The IX DE-CIX Jakarta is integrated into the existing DE-CIX ASEAN ecosystem, including the markets Singapore, Kuala Lumpur, Johor Bahru, Penang, Brunei, and Manila, to facilitate the exchange of Internet traffic. This ensures seamless connections, top-quality interconnection services for wholesale and enterprise requirements, and the most cost-effective way to peer across Southeast Asia.

For more information, please visit www.de-cix.net/en/locations/jakarta

For our location in **Jakarta/Indonesia** we are looking for a motivated

Account Manager

Our Offer:

Your goal will be to build & foster strong and long-term relationships with customers and help grow our Internet Exchange and Interconnection business.

- Build and maintain relationships with existing accounts, present new or additional
 - On-board and grow new client relationships, close new sales (mixture of transactional and more complex deals)
 - Partner with clients to understand business needs and priorities to deliver valuable solutions.
 - Perform as resource for local and domestic information.
 - Collaborate with other Departments to stay current with company products and to answer initiatives and trends of the market.
 - Send reports on sales activity, accounts status and possible issues
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- What also awaits you:
 - an appreciative corporate culture and trustful teamwork with like-minded specialists
 - great working conditions (personnel development measures, hybrid working model and lots more)
 - exciting and diverse challenges in an innovative and international environment

What's important to us:

- Must have 1 to 2 years' sales experience (technical or sales) in the Telecommunications / Internet Industry, ideally with a ISPs, NAPs, or Network Providers companies, preferably experiences handling Enterprise or Wholesale Customers
- Understanding of sales principles and ability to deliver excellent customer experience
- Strong (verbal and written) communication skills with an ability to build relationships
- Experience using Sales Tools and Application (ie. Salesforce, etc) is preferred
- Fluent in English is a MUST, verbal and written

So if you are looking for new challenges in the dynamic Internet Industry and know how to combine teamwork with a high degree of self-motivation and independence, we look forward to receiving your complete application, including salary expectations at recruiting-id@lists.de-cix.net.

DE-CIX takes the protection of your personal data very seriously and strictly complies with the regulations of the data protection statutes. For further details, please refer to our [privacy policy](#).

www.de-cix.net