



Be part of our interconnection story.



DE-CIX provides premium network interconnection services for Internet Service Providers, Telecommunication companies, Cloud Computing Companies and other operators in Europe, the Middle East, North America, and Asia. Founded in 1995, DE-CIX has become the world's leading Internet Exchange operator. More than 3000 networks worldwide trust our 25 years' experience and service quality. For more information, please visit www.de-cix.net

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
- 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