



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.

For **New York** we are looking with immediate effect for a motivated

Enterprise Account Manager - USA

Our Offer

As an Enterprise Account Manager, you will play a key role in driving new business growth within the Northeast mid-market and SMB sector, both directly and through our regional channel partner ecosystem. Your responsibilities will include:

- Building and managing a strong, qualified sales pipeline with a focus on new logo acquisition and sustainable revenue growth
- Owning the full sales cycle from prospecting and initial customer engagement through solution development, negotiation, and close
- Promoting DE-CIX enterprise solutions, particularly DirectCLOUD, CloudROUTER, and InterconnectionFLEX, based on individual customer needs
- Identifying, onboarding, and developing regional channel partners such as MSPs, IT consultants, and system integrators
- Supporting channel partners through sales enablement, joint customer engagements, and co-selling activities
- Advising customers and channel partners on secure, high-performance cloud and interconnection solutions and maintaining sales activities and forecasts in Salesforce

What also awaits you:

- The opportunity to help grow the enterprise business of one of the world's leading Internet Exchange operators in the U.S. market
- A collaborative, international environment with experienced colleagues across sales, technology, and interconnection
- A high degree of ownership and the opportunity to develop your territory and partner ecosystem
- Exciting and diverse challenges in a fast-moving technology environment
- Extremely friendly and supportive colleagues

This is important to us

- 2-5 years of experience in B2B sales, Business Development, or Account Management, ideally within Cloud, SaaS, Telecommunications, Network Infrastructure or Cybersecurity
- A track record of developing pipeline and winning new B2B customers
- Experience selling with and through channel partners such as MSPs, VARs, IT consultants, or system integrators
- A good understanding of cloud technologies, multi-cloud environments, enterprise networking, and connectivity solutions
- Strong knowledge of the Northeast U.S. mid-market and SMB landscape; an existing network within the regional technology or channel ecosystem is a plus
- Experience managing the full B2B sales cycle, from prospecting and opportunity qualification through negotiation and close
- Strong communication, presentation, and negotiation skills, with the ability to engage both business and technical stakeholders
- A self-motivated, structured, and results-driven approach, combined with a collaborative mindset

Apply now

Contact

Your sales experience, team spirit, and passion for technology and customer engagement are more important to us than your academic qualifications.

If you are excited about building new business, developing strong customer and partner relationships, and helping companies improve how they connect to cloud and digital infrastructure, we would love to hear from you.

Your contact person for questions is Nathalie Langley.

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](#).

