



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 **California**

Account Executive, Existing Business (f/m/d)

Our Offer

- Drive proactive outbound engagement within DE-CIX's existing customer base, identifying new opportunities and converting customers into active users of the DE-CIX portfolio.
- Manage the full sales cycle for existing customers, from opportunity identification to deal closure.
- Act as a trusted advisor and DE-CIX expert, identifying customer needs, selling solutions, and strategically developing the Peering and Interconnection market within DE-CIX's existing customer base
- Work closely with cross-functional teams to continuously align the DE-CIX portfolio with customer needs and ensure its seamless integration into customers' interconnection environments.

What also awaits you:

- Corporate Culture: An appreciative corporate culture and trustful teamwork with like-minded specialists, as well as great working conditions
- Business Environment: Exciting and diverse challenges in an innovative and international environment, within the framework of a crisis-resistant permanent contract with the world's market leader in its sector
- Team Work: Extremely friendly and supportive colleagues

This is important to us

- High drive, strong ownership, resilience, and a solution-oriented mindset to grow existing customer accounts.
- 3+ years of end-to-end B2B sales experience, ideally in cross-selling, account management, or interconnection solutions
- Ability to influence stakeholders across Network Engineering, IT, and C-level while collaborating effectively with internal teams
- Business-fluent English and Chinese with excellent written and verbal communication skills

Apply now

Contact

If you are looking for new challenges in the dynamic ICT sector 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 to [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](#).

