



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 almost 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 **Frankfurt am Main** we are looking with immediate effect for a motivated

Enterprise Account Manager (w/m/d)

Our Offer

The role is focused on driving new business growth within the DACH mid-market and SME sector, both directly and through our regional channel partner ecosystem. The future Enterprise Account Manager will be responsible for:

- Building and developing a strong B2B sales pipeline and managing the entire sales cycle from initial outreach to contract closure
- 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:

- an appreciative corporate culture and trustful teamwork with like-minded specialists,
- great working conditions (extensive personnel development measures, an occupational pension scheme, Deutschlandticket, Bike leasing, health promotion, support on child care, and lots more)
- exciting and diverse challenges in an innovative and international environment,
- a crisis-resistant permanent contract with the world's market leader in its sector
- 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
- Experience in selling with and through channel partners, such as MSPs, VARs, or system integrators
- Good understanding of cloud technologies, multi-cloud environments, and enterprise networking
- Good knowledge of the DACH mid-market and SME landscape
- Excellent communication and negotiation skills, combined with a structured, independent, and sales-driven way of working
- Native or fluent German (C1/C2) and professional fluency in English

Apply now

Contact

Your experience in a similar sales position, your team spirit, and your passion for technology and customer engagement are more important to us than your academic qualifications. So, if you are looking for a new challenge in a dynamic international environment and know how to combine a strong sales mindset with teamwork and self-motivation, we look forward to receiving your complete 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](#).

