



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 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 **Frankfurt**

International Channel Manager (f/m/d)

Our Offer

The role is focused on the development and growth of our international Reseller Channel. The future Channel Manager will be responsible for:

- Supporting and expanding the existing global Channel revenue stream
- Driving Sales engagement and relationships with Channel Partners to enable revenue growth, partnership strategy and go-to-market plan
- Training and assisting the partners and acting as a SPOC and mentor for all DE-CIX related questions
- Expanding the Reseller partner footprint within the strategic areas (identifying, recruiting, and onboarding of new partners)
- 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, weekly language courses, a job ticket, health promotion, support on children 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

- Proven track record of building and scaling of global channel programs
- Strong understanding of partner ecosystems (VARs, MSPs, wholesale)
- Good understanding of creating Business Plans and Go-to-Market strategies
- Proven track record in a (Channel) Sales role
- Excellent interpersonal and negotiation skills, a reliable, structured and independent way of working, as well as very good communication skills and willingness to travel globally

Apply now

Contact

Your experience in a similar position, a team spirit and a high interest for Technology are more important to us than your academic qualifications. So, if you are looking for new challenges in a dynamic international environment and know how to combine teamwork with a high degree of self-motivation, we look forward to receiving your complete application, including salary expectations.

Contact Person: [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](#).

