



Be part of our interconnection story.



DE-CIX is the world's leading operator of Internet, AI and Cloud Exchanges (IXs). At our 60 locations across Europe, Africa, North and South America, the Middle East, and Asia, we work at the heart of the Internet.

In Brazil, DE-CIX operates IXs in São Paulo and Rio de Janeiro, connecting customers with thousands of local, regional, and international networks within the world's largest interconnection ecosystem.

Since 1995, our services have helped create digital ecosystems worldwide and enable the seamless, fast, and secure exchange of data between people, businesses, and organizations. More than 250 colleagues from over 35 nations are part of the DE-CIX success story.

For more information, please visit www.de-cix.net.

We are now looking for a committed person for **Sao Paulo** as

Sales Manager - New Business - Interconnection & Internet Exchange (IX) | Brazil & LATAM

Our Offer

We are seeking a results-driven Sales Hunter to expand the DE-CIX Interconnection and IX ecosystem in Brazil and selected LATAM markets, driving new customer acquisition, strategic partnerships, and sustainable revenue growth.

- Drive new customer acquisition through proactive prospecting, pipeline development, and direct engagement with key decision-makers.
- Expand local interconnection ecosystems by identifying market opportunities and attracting strategic customers, networks, and partners.
- Own the end-to-end sales cycle, from lead generation to negotiation and closing, collaborating with internal teams to accelerate market growth

What also awaits you:

- A collaborative, international environment with experienced colleagues across sales, technology, and interconnection
- Flexible working conditions, a stable, long-term employment opportunity with a global market leader in interconnection
- A high degree of ownership and the opportunity to make a visible impact on our business in Brazil
- Extremely friendly and supportive colleagues

This is important to us

- 5+ years of professional in telecommunications, cloud connectivity, data centers, Internet Exchanges, or

interconnection. Basic understanding of IP Transit Connectivity, Data Center is an advantage but not a must

- Strong hunter mentality with a proven ability to independently generate pipeline, win new customers, and drive business growth
- Commercial curiosity, creativity, persistence, and resilience to identify opportunities, open doors, and build relationships with technical and commercial decision-makers
- Results-driven and accountable mindset, taking full ownership of opportunities and delivering measurable outcomes
- Spoken and written English knowledge is a must

Apply now

Contact

If you combine a strong sales mindset with teamwork, self-motivation, and ownership, we look forward to receiving your application.

For any further questions please contact [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](#).

