



**Be part of our interconnection story.**



DE-CIX (Deutscher Commercial Internet Exchange) is the world's leading Internet exchange operator. At its locations in Europe, North America, the Middle East, India, and Asia, DE-CIX connects thousands of network operators (carriers), Internet service providers (ISPs), content providers, and corporate networks from more than 100 countries and offers peering, cloud and interconnection services. With a data volume of almost 34 Exabytes per year (as of 2022) and well over 1,100 connected networks, DE-CIX in Frankfurt am Main is one of the largest Internet Exchanges in the world. For more information, please visit [www.de-cix.net](http://www.de-cix.net)

We are looking for an enthusiastic Senior Business Development Manager for our operations in Singapore. This position is based in Putrajaya, Malaysia with immediate effect.

## **Senior Business Development Manager Internet Exchange and Interconnection Business (w/m/d)**

### **Our Offer:**

- You are a highly motivated self-starter who likes the idea of working for a leading Global player.
- You will be spearheading our Business Development Efforts in Singapore and Malaysia and develop our business with both new and existing customers
- You will lead and support the execution of business models from idea conception to full execution and program management
- You will represent DE-CIX at regional industry events such as Peering Forums, APRICOT, Capacity Conferences
- Liaise with our Global Key Account Managers to serve our Global Customers better
- You will develop a network of partners (Ex. System integrators) that will sell our Enterprise service portfolio to Enterprises
- What also awaits you is an appreciative corporate culture and a cooperation in an international team of trustful like-minded network specialists, as well as great working conditions 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
- Extremely friendly and supportive colleagues

### **What's important to us:**

- Strong knowledge and experience in Interconnection, IP Peering, IP Transit. Knowledge on Cloud Interconnection and Cloud Computing in general is a big plus.
- You have several years of experience in a similar Business Development role, ideally in the Wholesale Telecom / Internet provider / systems integrator segment.
- Very good communication skills with customers as well as and a very good team player intern.
- Your experience as a successful Biz Dev and Sales person is more important to us than your academic qualifications.
- Very good verbal & written communication skills, especially in English (fluent). Malay or Chinese considered a big plus.
- Excellent MS Office skills. Any experience with a CRM or email campaign platform would be a plus.
- You should be a Malaysian citizen or in possession of a work permit.

If you are looking for new challenges in the network communication 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 be sent to Nathalie Langley.

DE-CIX takes the protection of your personal data very seriously and strictly complies with the regulations of the data protection statutes. For further details, please refer to our [privacy policy](#).

[www.de-cix.net](http://www.de-cix.net)