



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

For an Atlantic coast to Texas position we are looking with immediate effect for a motivated

## **Channel Partner Manager North America (m/w/d)**

### **Our Offer**

The future Channel Partner Manager will be responsible for:

- Enabling existing North American Enterprise Channel (referral and resell agreements):
  - working with the partners to build and ensure the execution of a go-to-market plan
  - providing support and trainings on DE-CIX services and processes and acting as a SPOC and mentor for all DE-CIX related questions
  - assisting the Partners with marketing activities like trade shows and joint events
- Expanding the Channel Partner footprint within North America by identifying and onboarding new Channel Partners through personal outreach and partner marketing activity

What also awaits you:

- an appreciative corporate culture and trustful teamwork with like-minded specialists,
- exciting and diverse challenges in an innovative and international environment, with occasional travelling worldwide
- a crisis-resistant permanent contract with the world's market leader in its sector
- extremely friendly and supportive colleagues

### **This is important to us**

- Bachelor's degree or similar, preferably in Engineering/Business Administration with 5 years of experience in the IT industry experience (software/hardware vendor, MSP/SI/distributor)
- Track record in a (Channel) Sales role
- Good understanding of creating Business Plans and Go-to-Market strategies
- Excellent interpersonal and negotiation skills
- Willingness to travel within the United States and to headquarters in Frankfurt/Germany

Apply now

## Contact

If you are able to organize yourself and your work independently, but are also a team player, we look forward to receiving your complete application including salary expectations.

Your contact person for questions is 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](#).

