



Be part of our interconnection story.



DE-CIX 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 and South 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. DE-CIX Madrid is the heart of the largest neutral interconnection ecosystem in Southern Europe. 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 our southern Europe location we are now looking for a committed person for

Business Development Manager Southern Europe

Our Offer

- You will expand by acquiring new customers and further develop our relationships with our existing customers in Southern Europe and Africa
- You will lead and support the execution of business models from idea conception to full execution and program management
- Act and operate as an internal consultant and optimize our operational services on a national and international level.
- What also awaits you:
 - an appreciative corporate culture and a cooperation in an international team of trustful like-minded network specialists, as well as great working conditions (extensive personnel development measures, weekly language courses, health promotion, and lots more)
 - 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
 - Working with cutting-edge technologies and enjoying a free choice of operating systems: OS X, Windows, Linux
 - Extremely friendly and supportive colleagues

This is important to us

- You have completed a degree in Business or IT studies and own a strong knowledge and experience IX Peering Services, Cloud Services, Internet connections, IP Transit.
- At least 5 years of sales experience in international IP technology consultancy within telecommunications/interconnection, with a hunter mindset and a drive to close deals
- Basic know-how on the functions of the Internet, especially TCP/IP, BGP, network protocols etc., as well as developable Linux skills

- Your experience as a network expert and experienced consultant are more important to us than your academic qualifications.
- Very good communication skills. Spanish language is necessary, fluent in English, other language (Portuguese) is a plus
- Willingness to travel Southern Europe and Africa, preferably while being based in Madrid, Lisbon, or Barcelona

Apply now

Contact

So 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.

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](#).

