



Be part of our interconnection story.



DE-CIX is the world's leading Internet Exchange operator. At our locations in Europe, Africa, North America, the Middle East, Asia, and now South America, we work at the heart of the Internet. In 2025, DE-CIX Brazil will start its operation with Internet Exchanges in Sao Paulo and Rio de Janeiro, enabling connected customers to reach thousands of local, regional, and international networks that together form the largest interconnection ecosystem in the world. 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 our **Sao Paulo** and **Rio de Janeiro** locations, we are looking for a highly motivated:

## Partner Manager Brazil

The partner Manager Brazil is in charge of building and developing a partner revenue stream for both DE-CIX traditional (ISPs, Data Centers, Carriers) and new (MSPs, SIs) partner types. The partner manager is working closely with headquarter functions to locally implement the global R3 partner program.

### Our Offer

- To develop and grow the Brazilian Enterprise Channel by identifying, recruiting, and onboarding IT and Telecommunications Service Providers with strong B2B customer bases, establishing and managing referral and resell agreement and supporting partners in prospecting while driving joint marketing initiatives like trade shows
- To expand and strengthen the Wholesale Partner Network by identifying and recruiting wholesale resellers through targeted outreach, onboarding and strengthening partner relationships, and collaborating on GTM strategies and joint marketing to drive growth
- To propose cross-functional collaboration and partner support by acting as the main liaison between partners and DE-CIX, ensuring smooth communication across teams and driving strategic initiatives to strengthen market presence in Brazil
- 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
- 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 in Internet Cloud Services, Internet connections, IP Transit.
- A minimum of 5 years experience in the Telecommunications industry and an understanding of mechanics to produce Business Plans and GTMs
- An independent way of working and the willingness to travel within Latin America and to the headquarters in Frankfurt/Germany
- Very good verbal and written communication with customers as well as and a very good team player intern. Verbal and written communication in English is essential.
- A reliable, structured, and independent way of working, and a willingness to travel
- A driving license

Apply now

## Contact

What is even more important to us than your professional qualifications is your enthusiasm for the Internet and your Cloud solutions know-how combined with a number of years of professional experience.

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, to be sent to [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](#).

