
Welcome to Kleyer 90®

The “Campus Kleyer” complex, with “Kleyer 90” at the very heart of it, is Europe’s largest and most important network node for the interconnection of telecom and data communication networks. It is one of the world’s top telecom industry addresses and serves as a national and international hub for connections between regions, countries and continents.

As a registered trademark, “Kleyer 90” also stands for the unique product and service philosophy of ancotel GmbH at its headquarters in Frankfurt am Main. ancotel is also globally active, with representation in London, Hong Kong and New York.

“Kleyer 90” serves as the ideal marketplace for carriers, Internet service providers, broadcasters and public institutions to develop their forward-looking businesses.

Expertise and good services are the key to success in a service society. The most important asset of our ever-growing company is its more than 90 highly motivated and committed employees who, between them, speak more than 20 different native languages.

We are currently looking for the following for our Business Consulting team:

Sales Representatives (m/f)

Following a period of thorough familiarisation with our portfolio of diverse products and services, you will assume sole responsibility for a subsection of one of the consulting areas. One of your key tasks will be to advise and win over new clients. You will be responsible for everything from lead generation and handling to preparing tenders, handling negotiations and taking them to a successful conclusion. Managing and developing our existing clients is another important part of your remit.

Basic prerequisites for the post

You are a dedicated individual with a proven track record in offering advice on sophisticated solutions for telecommunication and data networks. You are familiar with terms such as SDH, IP/MPLS, Ethernet and VoIP, and you are able to speak the same language as our clients thanks to a sound background in the ICT sector or in a comparable field. You have a university degree or a comparable qualification, or already have a number of years of experience in a similar position under your belt.

You speak fluent English and German (a third language would be advantageous, but is not mandatory), thus allowing you to communicate confidently and skilfully with business partners at all levels. Your personality is rounded off by an independent, proactive and precise approach to your work, and by good social skills, flexibility and the ability to work in a team.

We look forward to your helping us achieve our common objectives with your innovative ideas and true dedication in these areas.

Please apply in writing to:

ancotel GmbH
Human Resources
Kleyerstraße 88–90
60326 Frankfurt am Main
Germany

We are also happy to receive applications by e-mail to jobs@ancotel.de

For more information about ancotel, please go to www.ancotel.com