

Corporate Development Intern

The company

Equinix, Inc. (NASDAQ: EQIX) is a leading internet connection and related services company with over 200 data centers in 52 metropolitan areas around the world (FY 2018E Revenue \$5+B, EBITDA \$2+). This year, Equinix is expanding its global footprint to South Korea. Additional information about Equinix, Inc. can be found at <https://www.equinix.com/>.

The area

The Corporate Development team thinks strategically and helps the company define strategic initiatives and discover new opportunities that contribute to the company's growth – both organic and inorganic. The team is looking for highly creative visionaries who want to learn and have fun.

The role

The intern will work with the team's project managers on different projects. The current projects include market/competitor research, M&A and JV (joint venture) negotiation/execution.

Responsibilities:

- 1) Support overall problem solving:
 - a) Look for business opportunities
 - b) Structure them
 - c) Gather and analyze data and information
 - d) Develop insightful recommendations and communicate compellingly
 - e) Build consensus among cross-functional teams and influence decision making within top management
 - f) Support documentation
 - g) Lead execution against recommendations if necessary
- 2) To do the above, s/he will need to know how to do the following exceptionally:
 - a) Find relevant data and information (Googling, LitSearch, National Bureau of Statistics, BoK, FSS (Financial Supervisory Service – government agency in South Korea), etc.)
 - b) Conduct qualitative and quantitative analyses (i.e. pattern recognition and modeling)
 - c) Document and communicate his/her findings and recommendations

Preference (in order of importance):

1. Self-confidence and a sense of dignity and humor
2. Curiosity and desire to learn and understand how the world works
3. Analytical thinking

Start date:

Flexible but the sooner the better

Location:

Flexible; remote work is also possible

Compensation:

Very competitive and good hours (i.e. strict 40 hours a week). We will pay more than top tier consulting and banking firms.

Contact:

If you are interested or just want to learn more about us, we will be happy to hear from you.
robert.lee@ap.equinix.com

Our principles

We are still in the process of developing our team mission, aspiration and culture but these are some of the emerging thoughts:

1. We believe in having impact for the organization that we work for but also in personal development and growth.
2. We believe in the power of teamwork, creativity and imagination. Working with a group of creative and imaginative peers and colleagues makes output better, the process more effective and the experience more interesting.
3. We believe in the power of leadership. Good leaders make ordinary people do extraordinary things, and bad leaders make extraordinary people do ordinary things. Second, a leader should be distinctive in judgment, in helping his/her team develop judgment, and in motivating them. Third, leaders take full responsibility for the action and outcome of their teams.
4. We believe in 70:20:10 rules and are committed to developing our team members and to provide them with resources so that they can finish their everyday tasks in 5 hours

and spend the other 3 hours for creative and innovative thinking or simply on what they find interesting and fun.

5. We believe in 80:20. You will always have more issues than you can tackle but only the time to solve three of them. Which three you pick will make all the difference.
6. We believe in common sense and sensible personal judgment. It is always better and more pleasant to exercise self-restraint than to have rules or be controlled by others.
7. We believe in the necessity of risk-taking and delegation. Without taking risks, there is no upside. And without delegation, you will always be doing the same task or have no life outside work.
8. We believe integrity and decency come before any business knowledge and skills as it is easier to help a decent person to develop those knowledge and skills than the other way around.
9. We believe in the diminishing return of our working hours. If you have not found an answer or failed to define what the problem is between 9am to 5pm, it is not realistic to think that you will solve it between 6pm and 2am.
