



## Destiny – Business Developer

### About The role...

At **Dstny**, we're not just selling technology – we're reshaping how businesses communicate. As a **Business Developer**, you'll be on the front line of this transformation.

You're not afraid to **hunt** for new opportunities. You're passionate about connecting with ambitious SMEs and turning conversations into long-term partnerships. Your focus? Delivering high-impact **Unified Communications as a Service (UCaaS)** solutions that help companies grow smarter, faster, and better.

This is a fast-paced, high-impact sales role where you will:

- Drive new business of UcaaS licenses and recurring revenue by identifying, prospecting, and converting high-potential leads.
- Sell **value-first**: understand client pain points, tailor compelling solutions, and close the deal.
- Act as a trusted advisor for prospects, building relationships that go beyond the first meeting.
- Collaborate cross-functionally with pre-sales, delivery, and marketing to ensure a smooth client journey.

You're not here to just “do the job”, you're here to **make an impact**.

### What we're looking for in you...

- A **hunter's DNA**: You get a thrill from opening doors and closing deals.
- 2+ year experience in **B2B business development** or **sales**, preferably in tech, SaaS, or telco.
- Proven ability to manage and grow a pipeline using value-based selling techniques.
- You're a **natural communicator** – confident, curious, and engaging with all levels of decision-makers.
- Strong business acumen and ability to translate product features into client success.
- Entrepreneurial mindset: proactive, autonomous, and results driven.
- Fluent in French and/or Dutch (English is a plus).
- Experience in **UCaaS**, telecom, IT solutions, or digital innovation is a plus.

### What we can offer you...

- A fast-moving role with **real impact** – no two days are the same.
- A competitive salary + **flexible commission plan** that rewards your performance.
- A company car with fuel/charging card or a **mobility budget** that fits your lifestyle.
- Extra benefits: **meal vouchers, health insurance, additional seniority days**.
- Access to our **Flex Income Plan** to tailor your 13th month and benefits to your needs.
- **Hybrid working model** – we trust you to manage your schedule.

- A high-energy environment in our brand-new **Dstny house**, designed for modern collaboration.
- A people-first culture: team events, workshops, and that daily dose of **fresh soup and good coffee**.
- Growth opportunities: you'll learn fast, grow faster, and evolve with us as we scale

#### Why Dstny?

- **Local Hero, Global Impact:** We understand the local business needs while delivering global best-in-class solutions.
- **A Dynamic Workplace:** Grow personally and professionally, mastering soft skills and cutting-edge technology.
- **Make a Real Impact:** Your work directly shapes the future of business communications.
- At Dstny, "work hard, play hard" isn't just a saying – it's how we thrive.
- Our core values aren't just words on a wall; they're the heartbeat of our daily operations.

**Ready to make a difference?** Join us at Dstny, where your career is more than just a job – it's a journey of growth, innovation, and meaningful impact in shaping the future of business communications

Are you convinced? Don't wait any longer and apply via the form below.

#LI-MC1

<https://dstny.be/>