



Dstny – Business Development Manager (T1 Service Providers)

About the role...

Hi, I'm , your Recruiter and we are excited to learn more about you and your unique background.

We are seeking an experienced **Client/Partner manager** to drive strategic new-business growth within Tier 1 Service Providers. The successful candidate will bring direct experience either selling into or working within T1 Service Provider organisations (major telecoms, cloud, network, or managed service operators). This role focuses on selling **complex, multi-disciplinary solutions** spanning technology platforms, professional services, managed services, and process transformation.

The ideal candidate is a consultative, board-level salesperson with direct T1 Service Provider experience — either selling into or from within, shaping large-scale transformational deals, and navigating complex procurement environments.

What You will Do:

- Identify, target, and win new Tier 1 Service Provider accounts, expanding the company's footprint into high-value strategic clients.
- Develop and execute account penetration strategies that map buyers, influencers, and decision-making units.
- Build and maintain a robust pipeline of qualified opportunities aligned with quarterly and annual revenue targets.
- Lead complex sales cycles involving technology solutions, service delivery teams, operational processes, and commercial models.
- Work closely with internal SMEs to scope, design, and propose tailored solutions that address customer pain points and business challenges.
- Drive value-based conversations with client executives focused on ROI, operational efficiency, innovation, and competitive advantage.
- Build trusted senior-level relationships across business, technology, procurement, and operations functions.
- Represent the company as a strategic advisor capable of influencing long-term transformation agendas.
- Navigate multi-layered procurement processes and manage commercial negotiations, RFI/RFP responses, and contract closure.
- Partner with product, delivery, finance, and marketing teams to orchestrate cohesive go-to-market activity.
- Provide deal leadership across internal teams, ensuring alignment on solution design, pricing, delivery models, and client expectations.
- Contribute market insights and competitive intelligence to inform product strategy and executive decision-making.
- Achieve or exceed quarterly and annual new business bookings and revenue targets.
- Maintain accurate forecasting and CRM hygiene.

- Report regularly on pipeline status, deal progression, market movements, and risk mitigation plans.

We are looking for candidates with:

- 7–10 years of complex, consultative selling experience, with a proven track record of selling into or operating within Tier 1 Service Provider environments (telcos, MNOs, cloud/network operators, managed service providers) — this is a firm requirement, not a preference.
- Proven track record of closing **large, multi-million transformational deals** involving technology, people, and process.
- Demonstrated success in **opening new logos**—not just farming existing accounts.
- Experience selling solutions such as:
 - Managed services / outsourcing
 - OSS/BSS, automation, cloud or network technologies
 - Customer operations, field operations, or service assurance solutions
 - Transformation programmes involving change management
- Exceptional executive-level communication and negotiation skills.
- Deep commercial acumen including complex pricing, contracts, delivery models, and structuring risk-reward, gain-share, or consortium arrangements.
- Strong commercial acumen and understanding of complex pricing, contracts, and delivery models.
- Ability to think strategically while executing tactically.
- Skilled in navigating political environments and multi-stakeholder engagements.
- High level of resilience, autonomy, and results orientation.

What we offer you...

- A key role in a fast-growing European tech company
- A collaborative, no-nonsense culture with room for initiative
- **25 vacation days plus your birthday off**
- **Health insurance and life insurance**
- **Meal allowance** of €10.46/day
- **Home office allowance**
- **Hybrid working:** 2 days per week in the office

<https://dstny.com/>