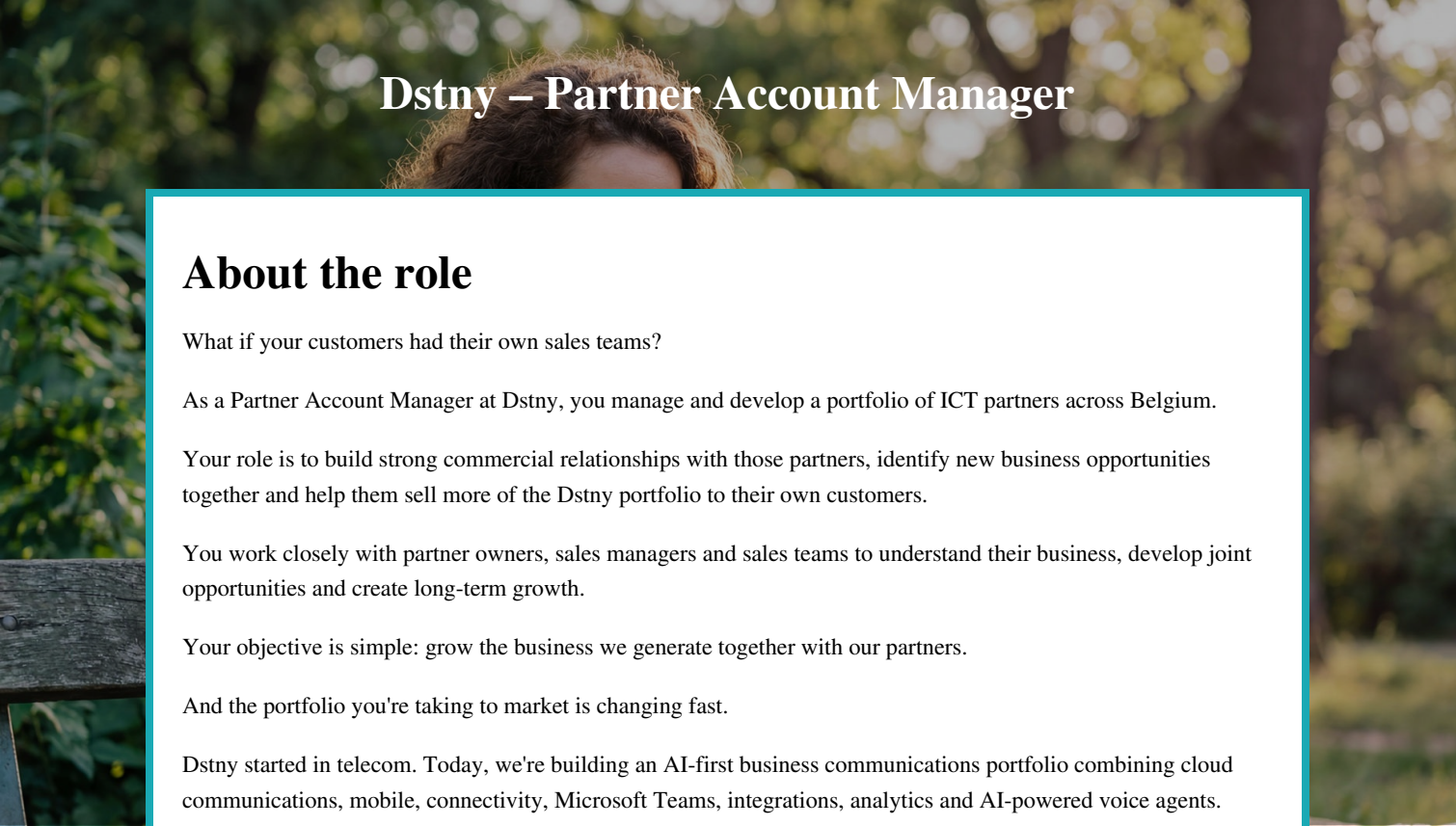


A background image showing the back of a person's head and shoulders, with curly brown hair, against a blurred green background of trees and foliage. The image is partially obscured by a white rectangular box containing text.

Dstny – Partner Account Manager

About the role

What if your customers had their own sales teams?

As a Partner Account Manager at Dstny, you manage and develop a portfolio of ICT partners across Belgium.

Your role is to build strong commercial relationships with those partners, identify new business opportunities together and help them sell more of the Dstny portfolio to their own customers.

You work closely with partner owners, sales managers and sales teams to understand their business, develop joint opportunities and create long-term growth.

Your objective is simple: grow the business we generate together with our partners.

And the portfolio you're taking to market is changing fast.

Dstny started in telecom. Today, we're building an AI-first business communications portfolio combining cloud communications, mobile, connectivity, Microsoft Teams, integrations, analytics and AI-powered voice agents.

Your challenge?

Make Dstny one of the first companies our partners think about when talking to their customers.

What you'll do

- Manage and develop a portfolio of Dstny partners in Belgium
- Build strong relationships with partner owners, management teams and salespeople
- Understand each partner's business model, customer base and commercial potential
- Create joint business plans and identify where we can grow together
- Regularly engage with partner sales teams to generate and accelerate opportunities
- Help partners position Dstny solutions with their customers
- Join partners in strategic customer meetings and help them close deals
- Introduce new solutions across cloud communications, mobile, connectivity, Microsoft Teams, analytics and AI
- Train and enable partner sales teams so they can confidently sell our portfolio
- Identify partners with untapped potential and proactively activate them
- Work with marketing on joint campaigns, events and lead-generation initiatives
- Recruit new strategic partners when you identify gaps or opportunities in the market
- Maintain a clear view of your partner pipeline, opportunities and expected revenue
- Represent Dstny at partner meetings, industry events and networking opportunities

This isn't about occasionally checking in with partners.

It's about creating commercial momentum through them.

What we're looking for

Must-haves

- Around 2+ years of experience in B2B sales, account management, business development or partner/channel sales
- Strong commercial instincts and a genuine drive to create business
- The ability to build relationships while still challenging partners to perform
- You're comfortable working with entrepreneurs, sales managers and senior decision-makers
- You're proactive — you don't wait for partners to send opportunities your way
- You enjoy bringing people together and creating win-win commercial situations
- You're able to explain technology in terms of customer and business value
- You take ownership of your pipeline, actions and results
- You're fluent in Dutch or French and comfortable working in English

Nice-to-haves

- Previous experience managing resellers, distributors, agents or technology partners
- Experience in telecom, IT, SaaS, cloud or technology
- A network within the Belgian ICT ecosystem
- Experience with solution or value-based selling
- Interest or experience in AI products
- Experience using CRM tools to manage pipeline and partner activity

Don't tick every box? Apply anyway.

Channel experience is valuable, but commercial drive and the ability to build relationships matter just as much. If you're curious about technology and think you could make partners successful, we'd like to hear from you.

Why Dstny?

We're Belgian. We're established. And we're reinventing ourselves.

Dstny grew from a Belgian telecom company into a European business communications technology player with more than 1,000 colleagues across Europe.

And our partners are an important part of that growth story.

They can offer their customers proven communication and connectivity solutions today — while increasingly adding Microsoft Teams integrations, analytics and AI-powered products to their portfolio.

Our AI-powered Digital Assistant, for example, can answer calls automatically, collect information, route customers and schedule appointments.

That gives our partners new conversations to have with almost every customer they serve.

And it gives you something new to bring to your partners.

Your success isn't measured only by what you sell. It's measured by how much business you enable others to sell.

What you can expect

Our offer

- **Competitive salary** based on your experience
- Attractive **performance-based variable compensation**
- **Permanent contract**
- Electric **company car** with charging card or **flexible mobility budget**
- **Meal vouchers** (€8/day) and **hospitalization insurance**
- **Seniority leave**: up to 4 additional days of leave
- **Flex Income Plan**: personalize your benefits package using your 13th-month budget

Benefits

- Ownership of a partner portfolio with significant growth potential
- The opportunity to develop a strong network within the Belgian ICT ecosystem
- A broad and evolving technology portfolio to take to market
- Regular product, technology and commercial training
- Support from presales, product, marketing and delivery specialists
- Career opportunities within an established European technology company
- Flexible working hours and the possibility to **work from home up to 2 days per week**
- A modern office and international environment
- Regular team events and company activities
- Benefits@Work discounts at hundreds of brands and retailers
- Fresh soup, fruit and great coffee every day

Ready to grow through partnerships?

If you like building relationships, creating commercial opportunities and helping other sales teams win, we'd love to meet you.

Apply now and let's talk.

<https://dstny.com/>