

A background image showing the top half of a woman's face with curly hair, looking slightly to the right. The image is blurred and has a soft, natural light feel, with green foliage in the background.

## Dstny – Presales Engineer

### About the role...

As a Presales Engineer, you support our sales and partner teams in designing high-performing solutions for our customers in the Belgian market. You play a key role in winning deals by providing technical expertise, customer-focused advice, and smooth collaboration with both internal teams and our partners.

- You guide account managers and partners throughout the entire presales process, from intake to presenting the final solution.
- You translate customer needs into feasible and future-proof designs within domains such as UCaaS, connectivity and network solutions.
- You build solutions that are technically accurate, commercially relevant and scalable.
- You deliver demos, workshops and presentations to prospects and customers, including our strategic and VIP clients.
- You work closely with Product and Operations to align on feasibility, costing and implementation parameters.
- You manage presales activities in a structured way through CRM and contribute to proposals, solution designs and RFI/RFP responses.
- You support partners with technical training, solution support and deal support.
- You safeguard the quality of all proposed solutions and ensure they align with Dstny's standards.
- You provide technical input during project deliveries and support where your expertise is required.
- You maintain strong relationships with strategic customers to identify future needs in time.

### What we are looking for...

- A bachelor's or master's degree in ICT, telecom, or a similar field, or equivalent through interest and relevant affinity.
- Prior experience is not required. Both junior and medior profiles are welcome. Potential, eagerness to learn and overall quality are more important than years of experience.
- Experience or affinity with presales, technical sales, solution design or consultative selling is an advantage.
- A broad technical interest in at least some of the following domains:
  - Unified Communications / VoIP
  - TCP/IP, LAN/WAN, routing & switching
  - Secured connectivity (firewall and SASE)
  - Cloud or virtualization concepts
- You have strong analytical skills and can translate complex questions into clear, actionable advice.
- You communicate smoothly with both technical profiles and business stakeholders.
- You work independently, in a structured way, and maintain oversight across multiple ongoing assignments.

- You speak fluent Dutch **and** English (both are mandatory).
- You enjoy working in a commercial environment and combine customer focus with technical accuracy.

## What we offer you...

- A challenging job in a fast-growing company where you can also grow yourself (with plenty of room for training)
- A competitive salary, including an eco-friendly company car with fuel/charging card or an interesting flexible mobility budget.
- Electronic meal vouchers, health insurance.
- Seniority days: extra vacation days based on your seniority (1 day every 3 years, up to a maximum of 4 days)
- Flex Income Plan: tailor extra advantages using your budget of your 13th month
- Access to Benefits@Work: enjoy discounts at a wide range of popular brands and retailers
- Flexible working hours, with the possibility of remote work. Because in digitalization, we should set a good example, right?
- A pleasant working environment in a renewed Dstny house, customized to the wishes of our Destinians.
- A great team of colleagues and wonderful customers.
- A friendly atmosphere with regular fun team-building activities or company events.
- Always fresh soup, fruit, and delicious coffee.

<https://dstny.be/>