

Dstny – Product Manager, Mobile-First Applications

As **Product Manager – Mobile-First Applications**, you will own and shape Dstny's mobile-first proposition end-to-end, covering **FMC (Fixed-Mobile Convergence), FMU, AI SIM and mobile-first CCaaS-lite solutions**. Your mission is to turn mobile communications into a scalable, commercially successful growth engine for Service Providers operating in SMB and SOHO markets. This is a commercially accountable product role. You are not responsible for technical delivery, but for building products that sell, scale, and retain in **indirect, channel-led telecommunications markets**. You will translate customer, partner and market needs into a coherent product strategy that balances native-dialler simplicity with app-based, AI-enabled mobile will lead product direction and prioritisation across multiple adjacent product domains, ensuring they function as **one joined-up mobile-first proposition**, not a set of disconnected backlogs.

Working closely with Architecture, Engineering, UX, Alliances and Professional Services, you will bring repeatable, white-label-ready offers to market that accelerate partner time-to-revenue without forcing platform replacement.

Key focus areas include:

- Owning commercial outcomes such as **adoption, ARPU uplift, attach rate, margin and time-to-value**
- Defining clear product boundaries between native dialler FMC/FM U use cases, app-based mobile UX, and CCaaS-lite / AI add-ons
- Productising mobile-first use

We are looking for an experienced, commercially minded Product Manager who is comfortable owning outcomes and making clear prioritisation decisions based on business impact rather than escalation pressure. You bring strong market intuition and are able to simplify complex product landscapes into clear, compelling propositions.

You will likely bring:

- **5+ years' experience** in Product Management, Product Owner or Sales Engineering / Pre-Sales roles
- Proven experience with **mobile communications, FMC, FMU, CCaaS-lite, multi-channel or AI-enabled communications products**
- A strong understanding of **UCaaS / CCaaS markets** and Service Provider business models, ideally within the European telecommunications ecosystem
- Hands-on experience shaping products for **SMB and SOHO customers** delivered through indirect or channel-led GTM models
- A commercial mindset with confidence owning metrics such as adoption, ARPU, attach rate and ROI

We also expect you to:

- Lead go / no-go and roadmap prioritisation decisions grounded in strategy, unit economics and partner reality
- Act as the voice of the market, translating customer needs, competitive dynamics and partner feedback into clear product direction
- Keep multiple product domains aligned under one coherent narrative and actively prevent scope sprawl
- Be a confident, customer-facing stakeholder who can represent Dstny with partners and internal leadership

At Dstny, you will join a growing European cloud communications group with strong Service Provider heritage

and an ambitious product agenda. You will play a central role in shaping how mobile-first communications are productised and monetised across multiple markets.

We offer:

- A **high-impact, commercially accountable product role** with real ownership and influence
- The opportunity to define and scale cutting-edge **mobile-first, AI-enabled communication propositions**
- Close collaboration with experienced teams across Product, Engineering, UX, Alliances and Go-To-Market
- Exposure to senior stakeholders and the ability to directly influence strategic growth priorities
- A collaborative, international working environment with flexibility and trust
- Competitive compensation and benefits aligned with experience and market practice

<https://dstny.be/>