

Dstny – Product Manager Security Solutions

This role builds and owns Dstny's SMB-focused UC security and compliance proposition, establishing security as a standalone, high-margin product line within Dstny Intelligence rather than an implied platform feature. This is an early-stage portfolio, and the Product Manager is expected to bring out-of-the-box thinking about capturing enterprise-grade security use cases and converting them into right-sized SMB needs and budgets.

What you will do

- Own the product direction and roadmap for SMB UC security and compliance as a standalone category within Dstny Intelligence.
- Continuously scan enterprise-grade security categories for capabilities that can be simplified, repackaged and priced for the SMB segment, converting enterprise use cases into SMB-sized needs and budgets.
- Define a partner-sourced approach to security capability: evaluate and onboard third-party security and compliance technology rather than building it from scratch.
- Package and price security capability for the SMB segment, narrowing enterprise-grade capability to what an SMB actually needs and will use.
- Prioritise target segments with strong compliance and security buying criteria, such as finance, healthcare and public services.
- Partner with the Director of Product Governance to ensure the security proposition is evidenced — with traceability and logging — and does not overstate compliance claims.
- Define named, sellable security packages (for example a "Secure Voice" or "Trusted Comms" pack) combining authentication, fraud detection, branded calling and monitoring capabilities.
- Work closely with Strategic Product Alliances, Architecture, Engineering and UX to bring the proposition to market without owning technical delivery.
- Track competitive and regulatory dynamics — data protection, operational resilience, AI regulation — shaping SMB security buying behaviour.

We are looking for candidates with

- 5+ years' experience in Product Management, Sales Engineering (pre-sales) or Product Owner roles.
- Experience with compliance-driven, security or trust-and-safety products.
- Strong understanding of the UCaaS/CCaaS market and Service Provider business models.
- Commercially minded, customer-facing and comfortable owning outcomes tied to adoption, ARPU and retention.
- Business-level proficiency in English, Dstny's day-to-day working language.
- Familiarity with Microsoft Teams, Cisco BroadWorks or another top-tier UCaaS platform's market offering.
- Experience productising partner-sourced technology into a coherent, branded proposition.

What we offer you...

- Work with a **talented and passionate teams** of like minded professionals.
- Gain exposure to **cutting-edge technologies** in cloud communications.
- Be part of an **internationally diverse** company with a strong culture.
- **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/>