



Dynamics 365 ERP Pre-Sales Solution Consultant 11x Partner of the Year Winner.

Work From Home

WHO is HSO ProServ?

HSO ProServ is the premier provider of Microsoft Dynamics 365 cloud solutions for professional services firms and other project-driven businesses for the past 20 years. We are an 11-time Microsoft Partner of the Year and a proud member of Microsoft's elite Inner Circle representing the top 1% of Microsoft Partners worldwide. Our family of vertical solutions extend the core functionality of Microsoft Dynamics 365 to provide an unparalleled offering in the marketplace for architecture, engineering, and construction firms, accounting firms, consulting firms, and law firms. Our industry solutions include: accounting360, legal360, aec360, and consulting360.

WHY should you join us?

- We are offering a full-time position as a **Pre-Sales Solution Consultant** with a competitive salary and benefit package.
- You will work for an 11- time Microsoft Partner of the Year award winner.
- We are on the forefront of new technologies and engage directly with the Microsoft engineering team.
- You will be working with a long tenured, highly experienced, collaborative, supportive, and a fun goal-oriented team.
- We are committed to our service industry vertical focus – you will not be in manufacturing one week, retail the next, then distribution. You can focus and grow your skills in a single industry.
- You will be part of one of the largest resource pools of any Microsoft D365 partner – bringing local expertise combined with global reach.
- We are 100% dedicated to Microsoft Dynamics 365 and the Power Platform; we have no other lines of business or competing priorities.
- You will be taking part in an exciting work environment with some of the best and most experienced Dynamics 365 Functional and Technical Consultants in the business.

WHAT do we need?

HSO ProServ is seeking a **Pre-Sales Solution Consultant** with **5-10 years of experience** with ERP sales or implementations. As a Dynamics 365 ERP Pre-Sales Solution Consultant, you will be responsible for engaging with key stakeholders at prospective clients to understand current business processes, define high-level business requirements, and configure and lead solution demonstrations that illustrate how Dynamics 365 can meet the client's needs, while also helping to communicate Microsoft's unique value proposition in the marketplace.

Key Responsibilities:

- Actively participate in the full lifecycle of Dynamics 365 ERP sales and client evaluation activities
- Support the sales team in qualifying opportunities and making go/no-go investment decisions



- Assist the sales team in compiling RFI/RFP responses
- Help to lead requirements discovery workshops with prospective clients
- Drive the configuration and delivery of Dynamics 365 ERP solution demonstrations
- Help to research and qualify potential ISV solutions
- Assist in maintaining the company's demonstration environments, demo data, and other presentation tools
- Participate in project scoping and strategy workshops during the proposal phase
- Assist in the company's sales-to-implementation knowledge transfer activities following contract signature
- Stay up to date on new feature enhancements and capabilities provided by Microsoft in subsequent feature releases
- Assist in defining investment opportunities for HSO Dynamics 365 IP

Desired Qualifications and Experience:

- Bachelor's Degree in Accounting, Business, Computer Science, or related field
- 5 to 10 years of experience with ERP sales or implementation
- Experience with Microsoft Dynamics 365 Finance and Operations and/or Dynamics AX is preferred
- Strong overall knowledge of functional capabilities within Dynamics 365 Finance and Operations, with strength in Financials and Project Management & Accounting modules a plus
- High-level understanding of the Dynamics 365 Finance and Operations technical environment
- Solid understanding of business processes, with knowledge or experience in the Professional Services industry a plus
- Detailed preparation skills and attention to detail
- Strong presentation skills and comfort in speaking in front of groups of C-level client stakeholders
- Knowledge of complementary Microsoft tools across Dynamics 365, Power BI, Power Apps, and Office 365 a plus

Travel: 30%-50% (Travel Restricted Due to Covid-19)

Location: Remote (work from home)

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