

Microsoft Dynamics 365 CRM Pre-Sales Solution Architect

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 **D365 CRM Pre-Sales Solution Architect** 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.
- 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?

We are looking for a **D365 CRM Pre-Sales Solution Architect**. As a Dynamics 365 CRM Pre-Sales Solution Architect, you will work side-by-side with the sales team, 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 Role Responsibilities:

- Actively participate in the full lifecycle of Dynamics 365 CRM sales and client evaluation activities, helping to develop and execute pre-sales strategies, drive proposal efforts, and provide pre-sales support
- Support the sales team in qualifying opportunities and making go/no-go investment decisions
- Assist the sales team in compiling RFI/RFP responses

- Learn our client's business, challenges, and goals, and shape and lead demonstrations that solve our clients' business problems
- Help lead requirements gathering and stakeholder discovery workshops with prospective clients
- Build prototypes and proofs of concept (POC) to validate technical and solution decisions
- Drive the preparation and delivery of solution demonstrations for Dynamics 365 and our industry solution offerings
- Confidently present and articulate the business value of the proposed solution to business managers and executives
- Assist in maintaining the company's demonstration environments, demo data, and other presentation tools
- Participate in project scoping and implementation 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

Preferable Skills and Knowledge:

- 5 to 10 years of experience with Dynamics365 CRM sales or implementation
- Strong understanding of sales and marketing business processes, with knowledge or experience in the Legal or Professional Services industry a plus
- Experience with Microsoft Dynamics Power Platform or Dynamics 365 Marketing a plus
- Knowledge of complementary Microsoft tools across Azure and the PowerBI a plus
- Detailed preparation skills and attention to detail
- Strong presentation skills and comfort in speaking in front of C-level client stakeholders
- Bachelor's Degree in Business, Computer Science, or related field

Travel: 25% (Suspended Due to Covid-19)

Location: Anywhere in the US with good access to air transportation

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