

## D365 BC New Business Sales Consultant

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Company: Shape IT Recruitment

Location: Hampshire

Category: other-general

My client is a leading Microsoft Partner dedicated to delivering innovative business solutions powered by Dynamics 365 Business Central. With a focus on driving digital transformation and growth for businesses across various industries, they are committed to providing exceptional service and expertise to their clients. They are looking for a motivated and results-driven Dynamics 365 Business Central New Business Sales Consultant to join their dynamic team. As a New Business Sales Consultant, you will be responsible for driving new business sales opportunities, developing relationships with prospective clients, and promoting the benefits of Dynamics 365 Business Central. This role offers uncapped earning potential and the flexibility of hybrid work.

**Responsibilities:** Identify and qualify new business opportunities through proactive prospecting and lead generation activities. Conduct thorough needs assessments and discovery sessions to understand client requirements and pain points. Develop and deliver compelling sales presentations and product demonstrations to showcase the value proposition of Dynamics 365 Business Central. Collaborate with internal stakeholders, including pre-sales consultants and project managers, to develop tailored solutions and proposals that meet client needs. Negotiate pricing and contract terms to close sales deals and achieve revenue targets. Maintain accurate records of sales activities and opportunities in CRM systems.

**Qualifications:** Proven track record of success in new business sales, preferably in the software or technology industry. Strong understanding of ERP software and solutions, with specific experience in Dynamics 365 Business Central preferred. Excellent communication, negotiation, and presentation skills. Self-motivated with a drive to achieve and exceed sales targets. Ability to work independently and remotely, while

also collaborating effectively with team members. Familiarity with Microsoft Office suite and CRM systems. Interested? Apply now and I'll be in touch to discuss the role in further detail.

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