

## D365 CE Presales Consultant

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Company: Shape IT Recruitment

Location: United Kingdom

Category: other-general

Join a dynamic and innovative team within a leading provider of Microsoft solutions and services. My client specialises in delivering cutting-edge technology solutions to empower businesses and organizations to achieve their goals. As a trusted Microsoft Partner, they are committed to excellence and customer satisfaction. My client is seeking a talented Dynamics 365 CE Pre-Sales Consultant to join their team. In this role, you will be responsible for providing pre-sales support and expertise for Dynamics 365 Customer Engagement (CE) solutions. As a subject matter expert, you will collaborate with their sales team to understand customer requirements, develop tailored demonstrations, and articulate the value proposition of Dynamics 365 CE to potential clients.

**Responsibilities:** Engage with prospects to understand their business needs and challenges. Conduct product demonstrations and presentations to showcase the features and capabilities of Dynamics 365 CE. Customize demonstrations to align with customer requirements and objectives. Collaborate with the sales team to develop compelling proposals and solution recommendations. Respond to RFPs (Request for Proposals) and RFIs (Request for Information) with accurate and detailed information. Build and maintain relationships with key stakeholders, including customers, partners, and internal teams. Stay updated on the latest Microsoft technologies and product offerings.

**Requirements:** Bachelor's degree in Business, IT, or related field. Strong knowledge of Dynamics 365 Customer Engagement (CE) and related Microsoft technologies. Previous experience in a pre-sales or consulting role, preferably with a focus on Microsoft Dynamics 365. Excellent communication and presentation skills. Ability to understand customer requirements and translate them into solution designs. Self-motivated with a proactive

approach to problem-solving. Willingness to work remotely and collaborate effectively with virtual teams. Microsoft certifications (e.g., Dynamics 365 CE Functional Consultant Associate) are a plus. Interested? Apply now and I'll be in touch to discuss the role in further detail.

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