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D365 Pre-Sales Consultant

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Company: Catch Resource Management

Location: United Kingdom

Category: other-general

D365 Pre-Sales Consultant – D365 F&O, D365 CE, Dynamics AX, Dynamics CRM, Dynamics CE, D365, AX, AX2012, Axapta, Consultant, Solutions Architect, Pre-Sales, Sales, Pre Sales, Functional, Business Development, Account Manager, Dynamics 365 – Home Based - Travel - £85,000 - £95,000 per annumOur client, a global MS Gold Partner, is looking for experienced D365 Pre-Sales Consultants across D365 F&O to join their growing UK based D365 team. The successful candidate will play a vital role in building client proposal, while structuring a pragmatic, tailored approach towards winning business. The successful candidate will have a background in the Financial modules of D365.Key Skills & Experience: Prior experience working Pre-Sales capacity for a Microsoft Partner/IT ConsultancyExcellent knowledge of Dynamics 365 F&O / Dynamics AXStrong relationshipbuilding expertise, creative thinking skills, and exemplary problem-solving abilities. Experienced in business application software sales, consulting or solution implementation. Experience with how to frame Microsoft Office, SharePoint, Power BI, and related technologies in support of presenting Microsoft D365 solutions. Able to demonstrate and present business solutions to customers and prospects. Able to demonstrate products and technologies effectively to audiences of varied technical knowledge. Able to understand business drivers and risks involved. Able to sell technical solutions to the customer with professionalism and enthusiasm. Strong background in working within the wholesale distribution industry. Willing to travel Main Responsibilities: Assist Account Executives/Regional Managers establish credibility and confidence with customers/prospects during sales campaigns. Help develop and maintain the company's trusted advisor status

with customers by company's ability to meet customer needs. Building and presenting customised product demonstrations of Microsoft D365 and related ISV products. Identify and define customer needs, objectives and business requirements, and create value by participating throughout the sales cycle. Location: Home-Based Candidates must be eligible to work in this country. Catch Resource Management is a leading provider of Dynamics 365, JD Edwards, NetSuite and other ERP resources to both end users and to product suppliers/authors. Our consultants deliver a completely professional resourcing service, always backed up by our team of ERP specialists who are all experienced in full project life cycle implementation and support, thus ensuring that we fully understand our clients' requirements and our candidates' skills. If you have the relevant skills and experience for this position we would welcome your application, however please note that we receive high levels of responses to our advertisements so can only immediately respond to those that are a close match. However, if you are interested in hearing about similar positions then please register on our website: www.catchgroup.com.

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