Microsoft Pre-Sales Solution Architect

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Company: Cognitive Group | Part of the Focus Cloud Group

Location: United Kingdom

Category: other-general

Pre-Sales Solution Architect - Microsoft Dynamics 365 CE / Power Platform(Sponsorship not Offered)Who are they?Our client is a leading Microsoft Gold Partner known for its innovative solutions and seamless integration of technology with business needs putting the Microsoft Biz-Apps technologies to work. With a global presence they take pride in their dynamic team of over 700 professionals dedicated to driving extreme value for 800+ sector leaders. Recognised as a Great Place to Work in both the UK and India, they offer a vibrant and collaborative work culture.What does this mean for you?They are seeking a talented Dynamics 365/Power Platform Pre-Sale Solution Architect to join their team. This individual will play a pivotal role in engaging prospects and clients, delivering technical presentations, and providing expert guidance throughout the presales process.Key Responsibilities:Collaborate closely with sales teams to identify and qualify business opportunities.Develop and deliver tailored technical presentations and demonstrations to clients.Provide expert technical guidance and support during the presales process.Assist in shaping proposals, including technical, commercial, and licensing aspects.Understand client requirements and recommend solutions accordingly.Foster and maintain relationships with key stakeholders within client organizations.Stay updated on the latest trends and developments in Dynamics 365 and the Power Platform.Provide valuable feedback to the product team on features and functionality.Represent the company at industry events and conferences to promote the Power Platform and build customer relationships.Desired Skills and Experience:Strong proficiency in Dynamics 365 and the Power Platform.Proven experience as a Pre-Sales Solution Architect or similar role.Excellent communication and interpersonal

skills.Ability to collaborate effectively with sales teams and clients.Attention to detail and ability to work autonomously.Strong problem-solving skills with a focus on achieving positive outcomes.Flexibility to meet tight deadlines and work under pressure.If you feel this is an interesting opportunity, please apply below or contact Erfan M to learn more.

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