

# United Kingdom Jobs Expertini®

## PreSales - Dynamics CE

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Company: Cognitive Group | Part of the Focus Cloud Group

Location: United Kingdom

Category: other-general

Pre-Sales Consultant (Dynamics + Power Platform) Permanent Up to £80k - £90k Mainly remote working (Client site when required) I am working with a visionary company that is working with cutting-edge technology and seeking a Dynamics Pre-Sales consultant. This Pre-sales consultant will be coordinating with the sales team to assess and prioritize new opportunities. Engage with prospects and existing clients to delve into their strategic objectives, priorities, and business needs. Spearhead solution demonstrations for both prospects and clients. You will contribute to the development of comprehensive sales proposals for RFIs, RFPs, and ITTs. Facilitate the commercial team's understanding of Microsoft's product suite and its applicability across different contexts. Assist in crafting go-to-market strategies, including the development of packaged offerings, whitepapers, and industry-specific solutions. Actively participate in company-wide marketing endeavours such as webinars, forums, and user groups. Foster relationships with key stakeholders within Microsoft and partner network. We're looking for Pre-sales consultants with expertise in Dynamics 365 CE consultancy or presales, a solid grasp of Microsoft Dynamics CE and Power Platforms, and preferably familiarity with legacy Dynamics 365 versions, Azure, and Microsoft 365. Skillset; Dynamics 365 CE consultancy or presales experience. A strong understanding of Microsoft Dynamics CE and the Power Platforms. Knowledge of legacy Microsoft Dynamics 365 versions is desirable. Knowledge of Azure and Microsoft 365 is desirable. Experience in building and configuring engaging solution demonstrations. Excellent communication and presentation skills. Liaise with the sales team to qualify for new opportunities. Strong requirements-gathering skills. The ability to create high-quality written proposals and functional documentation. For

further information please contact me with a direct application.

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