

Presales Consultant will collaborate with the MS POS sales team to present the capabilities of the Microsoft Dynamics 365 solution, turning ideas and concepts into compelling propositions.

The primary responsibility of this role is to demonstrate sound judgment and a pragmatic approach to delivering a solution that optimizes architecture activities while considering MS POS and Client requirements, business constraints, and technological realities.

MICROSOFT DYNAMICS 365 PRESALES CONSULTANT

EXPECTATIONS

- ✓ Proven track record as a Dynamics 365 Pre-Sales consultant or as a client facing Dynamics 365 Functional Consultant with some Pre-Sales responsibilities.
- ✓ Experience of working effectively with the sales department in successful closure of the sales process
- ✓ Knowledge of the set up and deployment of Dynamics 365 and Power Platform environments for demonstration purposes
- ✓ Ability to tailor a Dynamics 365 solution including customization, workflows, business process flows, business rules and chart and dashboard creation
- ✓ Working knowledge of Dynamics 365 development options and capabilities
- ✓ Ability to articulate and demonstrate business benefits of any proposed solution
- ✓ Excellent spoken and written English

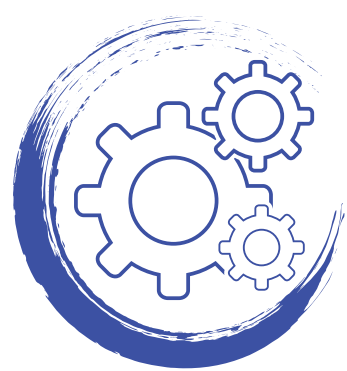
TASKS

- ✓ Active participating in the presales process
- ✓ Contributing to company procedures and policies to help gain new business
- ✓ Participating in marketing events and promotion of Microsoft Dynamics 365 solutions offered at MS POS
- ✓ Analyzing and creating advanced solutions tailored to customer needs.
- ✓ Selecting of appropriate solutions and products, definition of project scope
- ✓ Participating in the work of the IT solution architecture design team
- ✓ Keep up to date with new releases of Dynamics 365, Power Platform and supporting technologies

WHY JOIN OUR TEAM



Interesting international IT projects are waiting for you



Modern tools will facilitate the performance of even the most complex tasks



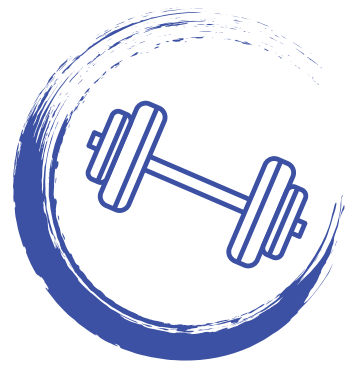
High occupational hygiene guarantees well-being



Fast decision-making path, great independence and the ability to create your own solutions - these factors characterize our team



We put health first, which is why we provide a medical care package



A healthy mind in a healthy body, which is why we offer sports packages



Qualified employees with great experience who are great mentors - will say what you will not learn in any studies



Modern office in a convenient area of Łódź - you won't spend half a day in traffic jams and looking out the window you will soothe your eyes with the view of the forest



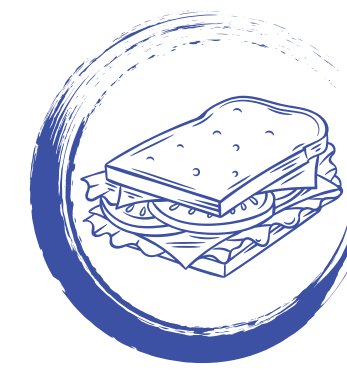
Fruit and vegetable Mondays, a tasty morsel after an active weekend will give you energy for the new week



You will have a company magazine and book rental service at your disposal



We organize integration events because we know how important a good atmosphere is



Delicious sandwiches and "home made" salads are waiting for you every day



We guarantee an automatic coffee that will stimulate you to action



We inspire each other during training



We have free parking



We offer group insurance

APPLY