

Role :- Microsoft Dynamics 365 CRM Senior Technical Consultant

Experience :- 8+ years

Location :- Bhopal/Vadodara

Job Description :-

- Contribute across all phases of projects (e.g., Plan, Analyse, Design, Build and Test).
- Leverage technical expertise to Architect Design and Solution CRM solutions. You will also be required to be hands-on with Dynamics 365 CE and Power Platform.
- Liaise effectively between clients, IT staff, and business partners to ensure high quality and timely delivery.
- Assess Client requirements and scope and recommend appropriate solutions.
- Design Conceptual and Technical architecture.
- Ensure project quality meets standards through KPI identification.
- Partner with cross-functional technology and design teams to ensure consistent, positive client interaction and solution delivery.
- Support the team in defining technical, operational and user requirements.
- Oversee the timely and effective resolution of client issues.
- Work under general guidance and direction, but fully independent in own work with latitude for autonomous decision-making related to work process.
- Travel as needed. You may be required to travel based on presales and project demands.

Key Role Skill & Capability Requirements :-

- You are excited about working with an agile consulting company to solve business-critical problems for some of the top companies in the world.
- You are a fast learner, self-starter, and creative thinker.
- You are passionate about software and its potential to move organizations forward through innovation.

Technical Skills :-

- Understanding of common Industry standard business practices supported by Dynamics 365 CE.
- Architecting large complex solutions using the Microsoft stack.
- Experience in Dynamics 365 CE, Power Platform (PowerApps Portal, Canvas and Model Driven Apps, Power Automate) and Common Data Service.
- Experience in Configuration and Customization of Dynamics 365 CE (Plugins, JavaScript, Logic Apps, Azure Functions), Web API and SSIS.
- Familiar with the core Microsoft offerings.
- Pre-Sales experience especially with right-fit solutioning based on high level or ambiguous requirements and a good understanding of pricing strategies.
- Proposal writing, product demonstration and presentations.
- Consulting experience working with external clients.
- Client management skills and the ability to work with clients to develop and manage an action plan.
- Implementation experience across multiple industries e.g., Health and Public Sector, Resources, Utilities, Retail, Logistics, Communications and Media, Insurance, Professional Services and Banking.
- Excellent interpersonal and communication skills.