

TECHNICAL PRESALES CONSULTANT - DYNAMICS 365 BUSINESS CENTRAL

JOB NUMBER: 20-SA-TPC01

Posting Date: January 2, 2020

Start: Immediately

Duration: Permanent Full-Time

Location: Greater Seattle area preferred

For Company Information visit WWW.ENCOREBUSINESS.COM

The Position

Our Microsoft Dynamics 365 Business Central (formerly Dynamics NAV) practice is rapidly expanding. We are seeking a Technical Presales Consultant to join our sales force. You will support Account Executives in presales discovery meetings, actively listening and comprehending the nuances of the prospect's business in order to prepare a product demonstration that will provide a vision of their potential future state.

You have a financial or technical background and five year's experience with the functional aspects of Microsoft Dynamics NAV, Dynamics 365 Business Central or a similar mid-market ERP solution. The ideal candidate thrives on solving business problems with technology and possesses a strong, professional work ethic. You are an analytical, customer-focused team player who evangelizes the benefits of the solutions and services we offer. You strive to earn the trust and respect of prospects through open and honest dialogue.

Key Areas of Responsibility

- Attend presales discovery meetings with sales executives; ask detailed, relevant questions to gain an understanding of the prospect business.
- Prepare product demonstrations that illustrate your depth of knowledge and understanding of the solution and how it can be configured to address business challenges.
- Prepare professional presentations adhering to company branding guidelines.
- Whiteboard process flow, integration points to other applications to provide clarity for stakeholders.
- Seek assistance from solution architects / subject matter experts as required to strategize on the most effective solution design.
- Create formal proposals with clearly defined project scope, effort and estimates.
- Research and monitor product enhancements, industry trends, competitive products and services.
- Commit to continuous learning; strive to learn the latest features and benefits of the solutions; participate in events, contribute content to the company blog.

Desired Skills & Competencies

- Post-secondary education in Accounting, Business, MIS or Computer Science; CPA designation an asset.
- 5+ years' experience implementing or selling Enterprise Resource Planning (ERP) software, with a strong preference for Dynamics 365 Business Central or Dynamics NAV.
- Working knowledge of accounting, finance, audit, compliance practices and terminology.
- Solid understanding of Microsoft Dynamics 365 Customer Engagement (formerly Dynamics CRM)
- Familiar with Microsoft Business Applications including Power Platform and Office 365.
- Passionate about solving complex business challenges by leveraging current and emerging technology.
- Competent and confident demonstrating proposed solutions to executive level stakeholders to create end state vision.
- Strong business acumen with diverse industry experience.
- Creative problem-solving skills; excels at collaboration.
- Influential in a team environment; readily shares knowledge and experience with others.
- Willing and able to travel; valid driver's license and passport required to attend conferences and prospect meetings.
- Must be legally entitled to work in Canada or the United States.
- Must be fluent in English – both verbal and written.

Please send your confidential résumé as a MS Word or PDF document to:
hr@encorebusiness.com, quoting the job number in the subject line of your email.

Furthering your success through the alignment of strategy, people, processes, and technology

We thank all applicants for their interest; however, only those candidates selected for subsequent interview will be contacted.