

# ELITE MICROSOFT DYNAMICS 365 CE SOLUTIONS ARCHITECT

*Available for Immediate Partner Engagement*

## THE OPPORTUNITY

**DynamicsFocus** is **presenting** a rare-to-market Microsoft Dynamics 365 CE specialist who combines **15+ years** of deep platform expertise with proven **enterprise sales execution, technical architecture** capabilities, and a track record of **scaling partner practices**. This candidate represents the complete package for D365 partners seeking to elevate their presales function and win more complex deals.

## WHY THIS CANDIDATE WINS DEALS

### Microsoft Pedigree + Partner Leadership

Spent 7 years at Microsoft as a Technology Solutions Professional and Technical Enablement Lead, then scaled a partner's CRM practice by 1,000% in headcount and nearly 6,000% in revenue to \$6M annually. Understands both the Microsoft ecosystem and what it takes to build a thriving partner business

### Presales Excellence Across the Full D365 CE Stack

20 years of hands-on experience demonstrating, architecting, and selling Dynamics 365 Sales, Customer Service, Field Service, Project Operations, and Power Platform. Has led hundreds of discovery sessions, POCs, and solution workshops across Manufacturing, Professional Services, CPG, and Healthcare.

### Consistent Quota Performance

Exceeded \$1.3M-\$1.9M ARR quotas repeatedly at Microsoft and Pegasystems, achieving 120%+ attainment. At Emplifi, generated \$4.9M ARR pipeline with a 40% close rate on strategic accounts. This is someone who doesn't just architect—they close.

### Technical Credibility That Builds Trust

Holds 18+ Microsoft Dynamics certifications spanning CRM 4.0 through modern D365 CE, plus Pega System Architect and BPMN credentials. Can speak fluently to C-suite executives and get technical with IT stakeholders in the same meeting

## WHAT MAKES THIS CANDIDATE DIFFERENT

- ✓ **Evangelist & Thought Leader:** Delivered global readiness programs, field events, and partner enablement at Microsoft.
- ✓ **Delivery Background:** Led 200+ successful D365 CE implementations using lean agile delivery models.
- ✓ **Customer Success Mindset:** Drove 40% operational efficiency gains through D365 CE deployment as Director of Technology.
- ✓ **Power Platform Proficiency:** Builds custom apps, automations, and functional presales prototypes that validate ROI.

## IDEAL PROFILE

-  Solutions Architect
-  Presales Director
-  Practice Leader
-  Strategic Account Manager

## COMPENSATION

-  Base: \$150K
-  OTE : \$200K
-  Orange, California (open to hybrid/remote with travel)
-  Availability: Immediate

## KEY STATS

-  Years Experience: 15+
-  Quota Attainment: 120%
-  ARR Generated: \$8.5M
-  Certifications: 12+

## INDUSTRIES

- Manufacturing
- Professional Services
- Healthcare
- Technology

NEXT STEPS: Contact Bryan Ray |  
DynamicsFocus, LLC | 231-590-5597  
| Bryan@DynamicsFocus.com

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