

DynamicsFocus | 2025 U.S. Salary Guide

Dynamics 365 Customer Engagement (CE) Edition

Audience: Experienced Microsoft Dynamics professionals (5+ years; typically 10–25 years) in client-facing consulting roles serving as SMEs/Leads/Architects with multiple go-lives.

Included lanes: Dynamics 365 Sales, Customer Service, Field Service, Marketing, and Power Platform.

Base salary target ranges (USD)

Role (experienced consulting talent)	Typical base salary range
Senior Functional Consultant / SME	\$140k–\$190k
Lead Consultant / Workstream Lead	\$160k–\$210k
Solution Architect	\$170k–\$230k
Technical Architect	\$180k–\$260k
Pre-Sales Solution Architect (delivery-credible)	Base: \$170k–\$240k OTE: \$220k–\$350k+

Contract rate quick reference (USD/hr)

Scope	Typical rate range
Senior SME / Lead Consultant	\$110–\$160/hr
Solution / Technical Architect	\$140–\$220/hr
Premium (go-live rescue, high travel, niche)	\$180–\$250+/hr

Notes

- Ranges reflect experienced (5+ years; typically 10–25 years) client-facing consulting talent with multiple go-lives. Geography, travel, urgency, and role design can shift offers.
- CE comp often runs lower than F&SCM for enterprise program complexity but can spike for Power Platform depth or premium vertical experience (financial services, healthcare).
- Pre-sales compensation varies widely by quota design and revenue influence.

Methodology: ranges reflect experienced (5+ yrs; typically 10–25 yrs) client-facing Dynamics consulting talent; actual comp varies by geo, travel, utilization/bonus design, urgency, and niche skills.

FocusFramework™: a proprietary recruiting system built on four pillars—reducing effort, minimizing risk, driving innovation, and creating strategic advantage.