

Dynamics 365 Expert

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Company: M365Connect

Location: Nairobi

Category: other-general

Location: Remote

Role: Dynamics 365 Expert

Type: Full-Time

Role Overview:

As a Dynamics 365 Expert, you'll play a pivotal role in optimizing our sales operations and CRM strategies. You'll be our go-to person for all things Dynamics 365, driving improvements, ensuring system integration, and leveraging the platform's capabilities to the fullest.

Key Responsibilities:

System Optimization: Configure, customize, and manage our Dynamics 365 environment to ensure alignment with business goals and sales strategies.

Integration and Automation: Spearhead the integration of Dynamics 365 with other business systems and applications, enhancing automation and operational efficiency.

Data Analysis and Reporting: Utilize Dynamics 365's analytics tools to generate insights, track sales metrics, and support data-driven decision-making.

Training and Support: Provide training and ongoing support to the sales team, ensuring they can effectively utilize the platform.

Solution Development: Develop and implement solutions within Dynamics 365 to address business challenges, improve customer engagement, and streamline sales

processes.

Stay Updated Keep abreast of new Dynamics 365 features and updates, evaluating their potential impact on our operations and implementing changes where beneficial.

Qualifications:

Proven experience as a Dynamics 365 specialist, with a strong focus on sales and CRM solutions.

In-depth knowledge of Dynamics 365 configuration, customization, and management.

Experience integrating Dynamics 365 with other software and platforms.

Strong analytical skills and experience with Dynamics 365 analytics and reporting tools.

Excellent problem-solving abilities and a proactive approach to addressing challenges.

Effective communication and training skills, with the ability to support non-technical team members.

[Any certifications related to Dynamics 365 or CRM systems would be advantageous.]

Why Join M365Connect

Training and Mentorship: We are committed to your professional development. You will have access to ongoing training and mentorship programs, ensuring you stay at the forefront of your field.

Work-Life Balance: Understanding the importance of work-life balance, we offer flexible work hours to help you recharge and stay productive.

Dynamic Work Environment: As part of our team, you'll work alongside a diverse group of global talents, contributing to a unique and dynamic startup culture that fosters innovation and creativity.

Impact and Growth: Your work here matters. You will have the opportunity to make a tangible impact on our growth and the success of the professionals we connect with companies.

How to Apply:

Send your CV, a cover letter detailing your experience with Dynamics 365 with any relevant project examples or case studies.

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