



Position Title:	Senior / Principal Dynamics 365 CE Solutions Architect
Department:	Pre-Sales
Date:	2025
Location:	Mexico (Remote)

About CompQsoft

Founded in 1997, CompQsoft is a leading next-generation AI transformation partner focused on helping enterprises reinvent customer engagement and reshape business processes. With deep expertise in Microsoft AI technologies, we empower organizations to unlock the full potential of AI across their operations.

We deliver measurable outcomes by embedding AI into the core of customers people, process, technology driving balanced quality outcomes. Our solutions reduce time-to-value, enhance customer and employee satisfaction, and drive innovation through AI-first strategies.

We partner with Microsoft by delivering AI-driven business transformation solutions built on Microsoft technologies such as Azure, Dynamics 365, Microsoft 365, and the Power Platform. Our goal is to help customers modernize operations, enhance customer engagement, and drive innovation through Microsoft's cloud and AI offerings.

Role Summary:

We are seeking a highly skilled and motivated Dynamics 365 CE Solutions Architect to join our growing team in Mexico. This role is ideal for professionals who thrive on designing and delivering innovative CRM solutions that empower field teams, streamline operations, and create measurable impact. It also offers the opportunity to grow and expand your career within a dynamic, collaborative, and forward-thinking organization.

Key Responsibilities

- Architect & Deliver Solutions: Design and implement end-to-end solutions using Dynamics 365 Customer Engagement, with a particular focus on the Customer Service module.
- Leverage Power Platform: Build and extend solutions using Power Apps, Power Automate, and Power Pages.
- Integrate with External Systems: Develop integrations with RESTful APIs and ensure seamless connectivity across platforms.
- Front-End Development: Create responsive, user-friendly interfaces using HTML and JavaScript.
- Stakeholder Collaboration: Engage with business and technical stakeholders to gather requirements, define solution architecture, and ensure successful project delivery.
- Technical Leadership: Provide mentorship and guidance to development teams, fostering technical excellence and best practices.
- Thought Leadership: Represent the organization at Microsoft co-sell engagements, events, and webinars as a subject matter expert in Dynamics 365 CE and Power Platform.

Ideal Candidate Profile

- 10+ years in IT consulting, solution architecture, Dynamics 365 CE Solutions Architect role
- 6+ years of experience with Dynamics 365 CE and the Power Platform.
- Proven experience with Dynamics 365 CE, including hands-on expertise in the Customer Service module.
- Strong proficiency with Power Platform tools (Power Apps, Power Automate, Power Pages).
- Practical experience integrating with and consuming RESTful APIs.
- Solid front-end development skills using HTML and JavaScript.
- Excellent communication and problem-solving abilities.

Desired Competencies

- Technical Mastery: Deep expertise in Dynamics 365 CE modules and the Power Platform, with the ability to design scalable, enterprise-grade solutions.
- Integration & Architecture Thinking: Strong understanding of system integrations, RESTful APIs, Azure services, and DevOps practices, ensuring secure, future-ready architectures.
- Front-End Solutioning: Ability to design intuitive, user-friendly interfaces using HTML, JavaScript, and modern frameworks for improved user adoption.
- Solution Leadership: Skilled at translating business requirements into high-value architecture while mentoring technical teams and driving project success.
- Business Acumen: Strong consultative approach, capable of connecting business needs with technical solutions that deliver measurable impact.
- Agility & Adaptability: Comfortable working in Agile environments with shifting priorities while maintaining focus on quality and delivery timelines.
- Communication & Influence: Exceptional written, verbal, and presentation skills, able to explain complex solutions to both executive and technical audiences.
- Collaboration & Teamwork: Ability to work seamlessly across multi-disciplinary teams (functional consultants, developers, testers, and business stakeholders).

- Problem Solving: Proactive in identifying risks, removing blockers, and designing innovative solutions to client challenges.
- Continuous Learning: Passion for staying current with Microsoft's evolving ecosystem, Dynamics 365, Power Platform, AI Copilot scenarios, and industry best practices.

Why Join Us

- Play a key role in expanding our Microsoft services footprint across North America.
- Collaborate with Microsoft account teams, senior leadership, and delivery experts.
- Influence strategic enterprise deals and drive innovation through Dynamics 365 and the Power Platform.
- Join a growth-focused, entrepreneurial culture where your expertise directly shapes client outcomes and company success.

WHY CUSTOMERS CHOOSE COMPQSOFT DIGITAL:

- 28 years of experience in delivering complex IT Services & Solutions
- Microsoft Partnership heritage
- Thought Leadership - Excellent customer references.
- Execution Focus - High quality while being very cost effective with blended mode.

CompQsoft Digital is an equal opportunity employer. All applicants will be considered for employment without attention to race, color, religion, sex, sexual orientation, gender identity, national origin, and veteran or disability status.

Work Environment

While performing the duties of this job, the employee will work primarily in an office environment. The noise level in the work environment is usually moderate.

Employee is required to travel to business and customer locations, locally and/or nationally up to 20-30%.

The Company reserves the right to revise or change job duties and responsibilities as the need arises. This job description does not constitute a written or implied contract of employment.

COMPQSOFT IS AN EQUAL OPPORTUNITY EMPLOYER.