



Position Title:	Senior Pre-Sales Solution Architect – D365 CE & Power Platform
Department:	Pre-Sales
Date:	2025
Location:	United States (Remote with travel as required)

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 Senior Pre-Sales Solution Architect with expertise in Microsoft Dynamics 365 Customer Engagement (CE) and the Power Platform to drive growth across North America. In this role, you will act as a trusted advisor, engaging with clients to understand their business needs and crafting innovative Microsoft-based solutions that deliver measurable impact.

The ideal candidate combines technical expertise, consultative selling skills, and executive presence, enabling them to lead solution envisioning, build compelling demonstrations, and partner with sales teams to win enterprise services pursuits.

Key Responsibilities

- Lead Pre-Sales Activities: Drive discovery workshops, business requirement sessions, and solution envisioning with executive and technical stakeholders.
- Architect Solutions: Design scalable, end-to-end architectures using Dynamics 365 CE (Sales, Service, Marketing, Project Operations) and the Power Platform (Power Apps, Power Automate, Power Virtual Agents, Power BI).
- Deliver Compelling Demonstrations: Create and present tailored demos, proof-of-concepts, and solution prototypes that highlight business value.
- Support Pursuits: Collaborate with sales teams on proposals, RFPs, and statements of work (SOWs), ensuring accuracy, feasibility, and alignment to client objectives.
- Cross-Team Collaboration: Partner with delivery teams to ensure smooth hand-offs and successful implementations.
- Microsoft Ecosystem Engagement: Build strong relationships with Microsoft account teams, Partner Development Managers (PDMs), and technical specialists to accelerate opportunities.
- 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

- 8+ years in IT consulting, solution architecture, or pre-sales roles.
- 5+ years of experience with Dynamics 365 CE and the Power Platform.
- Proven track record of pre-sales success in winning medium-to-large enterprise opportunities.
- Strong understanding of Microsoft's cloud ecosystem and ability to position integrations with Azure and Microsoft 365.
- Excellent communication, presentation, and whiteboarding skills with both technical and executive audiences.
- Experience in preparing SOWs, solution architectures, and proposals.
- Bachelor's degree in computer science, Information Systems, or related field (or equivalent experience).

Desired Competencies

- Experience working for a Microsoft Partner and leveraging the Microsoft Co-Sell **ecosystem**.
- Relevant Microsoft certifications (Dynamics 365 CE, Power Platform, or Azure).
- Knowledge of AI Copilot scenarios and extending Power Platform with custom apps and connectors.
- Familiarity with enterprise integration patterns and data strategy.
- Communication & Negotiation – Clear, persuasive communicator; effective in managing objections and securing win-win outcomes.

- Problem Solving – Adept at uncovering client challenges and orchestrating the right solution with internal and Microsoft resources.

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.