



## **JOB DESCRIPTION**

**Title:** Microsoft Dynamics 365 Pre-Sales Consultant  
**Reports to:** Managing Director  
**Based at:** ixRM Limited, 12 Cliffe Park Way, Morley, Leeds, LS27 0RY

### **Job Purpose**

To provide pre-sales technical support to the sales team. Attend meetings with clients/prospective clients to give technical and product advice and recommendations. Deliver presentations and product demonstrations if required to support sales activity. Supporting the Managing Director to deliver key business development projects and ITT proposals as required. Previous technical experience of Microsoft Dynamics 365 is required.

### **Key responsibilities**

- Work closely with the sales team to assess product suitability to meet customer needs
- Attend meetings with clients/prospective clients to understand high level requirements
- Design and deliver presentations and product demonstrations to potential customers
- Support the sales team with putting together proposals/quotes
- Support the sales team with in-depth product and business knowledge, ensuring that a thorough knowledge of Microsoft products and licencing is maintained along with other solutions offered by ixRM (for example Click Dimensions)
- Assist with the preparation of tender submissions
- Represent the company in a professional manner in order to build and maintain positive customer relationships
- Comply with all Health and Safety requirements

### **Person Specification**

- At least 2 years business development/sales experience
- Knowledge of Microsoft Dynamics and related products
- Customer focused with an ability to listen, build long term relationships and overcome concerns in a no pressure way - no hard sell
- Strong communicator, both written and verbal including developing and delivering effective presentations and product demonstrations
- Strong analytical and problem-solving skills
- Excellent IT skills
- Self-motivated with an ability to work on own initiative
- Ability to manage own time effectively
- Willingness to travel

### **Benefits**

Be part of a friendly and supportive team committed to growing an already great business  
Work for a business that gives back to the local community  
Competitive salary subject to experience



Pension scheme

Simply Health membership

ixRM is open to considering applications from candidates looking for part time or flexible working hours