



Senior Functional Consultant - Dynamics 365 CE (Sales) Contract

HITCONTRACT

hitcontract.lt

Vilnius, Lithuania

About the assignment:

Location

Vilnius, Lithuania

Rate (after tax)

from €3000/Month

Duration

Mid-term project (>6 months)

Extension (project)

Yes

Remotely (optionally)

No

Expire On

2026-02-28 (1 week ago)

This assignment expired :when

Description

We are seeking Microsoft Dynamics CRM consultants who can quickly understand our current setup, take ownership, and drive development forward. The role requires solid experience in configuring, customising, and developing CRM solutions, including optimising workflows and ensuring seamless platform functionality. While close collaboration with our teams is essential, the primary focus is strong technical execution and the ability to maintain momentum in a crossfunctional environment. Alongside delivery, consultants should support targeted upskilling through clear walkthroughs and pairing, and bring strong communication, documentation discipline, stakeholder management, and pragmatic problemsolving.

- CRM Sales Solution Delivery
- Design and configure D365 Sales, including activities, lead and opportunity management, product catalogue, pipeline forecasting, and goal tracking.
- Configure Sales modules including SLAs, knowledge management, and entitlements.
- Create solution designs, functional specs, business process flows, and configuration documentation.

- Create data mapping, consent management, and analytics requirements.
- Work with technical teams to deliver tailored solutions, customizations, and integrations with surrounding systems (e.g., marketing platforms, portals).
- Support with providing user training, UAT support, and change management guidance.
- Help clients identify and implement insight-driven actions across Sales and Service touchpoints.
- Cross-Platform Functional Collaboration
- Align D365 CE capabilities with Power Platform, Microsoft 365, and Azure services.
- Use Power Automate to streamline processes and integrate data flows between systems.
- Participate in governance and quality assurance processes across project phases.

Required skills:

- Strong understanding of core CRM concepts such as business process flows, security roles, user adoption, and data strategy.
- Hands-on experience with Power Platform (Power Apps, Power Automate).
- Ability to lead client-facing workshops, prepare high-quality documentation, and support project delivery end-to-end.
- Good Communication skills enabling explanation and upskilling of team members in simple configuration on the (incl. shadowing and sharing)
- Excellent communication skills in English, and a consultative approach to stakeholder engagement.

Desirable Skills:

- Experience integrating Dynamics 365 CE with third-party systems (e.g., ERP, marketing automation, call centre platforms).
- Familiarity with AI features in D365 (e.g., Sales Insights, Copilot, conversation intelligence).
- Understanding of Dataverse, Azure Logic Apps, or Power BI for reporting and insights.
- Previous experience in sectors such as financial services or retail banking.

Certifications (Preferred)

- Microsoft Certified:
- Dynamics 365 Sales Functional Consultant Associate (MB-210)
- Dynamics 365 Customer Service Functional

Consultant Associ

- PL-200 or PL-600 (Power Platform Functional / Solution Architect)

Other info:

- Business role: ITOther
- Period: *Asap-2026-08-31*
- No of consultants: 3
- Work location: Vilnius, Lithuania
- Business travelling: No
- Remote work: No
- Extent: 100%



Required Skills

TECHNOLOGY

MS Dynamics 4-5 years