

MountUp Advice - Solution Sales Specialist

Location: Germany / Remote

Languages: German, English

Company: MountUp Advice BV

Website: www.mountupadvice.nl

We're Hiring: Tech-Savvy Solution Sales Specialist with Commercial Drive

Are you commercially minded, technically curious, and confident picking up the phone? MountUp is looking for a Solution Sales Specialist who understands Microsoft Dynamics 365 and can translate technology into business value. You'll advise on CRM and business application licensing deals, focusing on Dynamics 365 Customer Engagement and Power Platform. You may occasionally support Business Central projects in collaboration with our partners.

This is an exciting role for someone ready to grow their expertise in Microsoft Business Applications, with a focus on Power Platform and Customer Engagement (CE).

What You'll Do

- Advise partners and customers on Microsoft Dynamics 365 licensing, with a focus on CRM and Power Platform use cases (Customer Engagement, Sales, Service)
- Make outbound calls and conduct prospecting to generate new leads and opportunities
- Deliver impactful demos, presentations, and business cases
- Support pre-sales and solution positioning across Microsoft's ecosystem
- Occasionally support Business Central opportunities in collaboration with our partner network
- Maintain an accurate CRM pipeline as part of your daily sales workflow
- Work closely with Microsoft, distributors, and partners to align strategies
- Continuously develop your Microsoft knowledge (we'll support your certifications)

Your Profile

- Strong interest or experience in Microsoft Dynamics 365 and Power Platform
- Comfortable with outbound sales and proactive client engagement
- Fluent in German and English
- Commercial mindset with technical curiosity; you know how to ask the right questions and close a deal
- Willing to learn and certify (MB-910, MB-920, PL-900)

What We Offer

- A strategic sales role at the intersection of technology and business development
- Opportunities to work with leading Microsoft partners across Europe
- Coaching, certifications, and freedom to shape your own career path
- An entrepreneurial, collaborative culture focused on impact and growth

Ready to Apply?

Send your CV and a short motivation to katja@mountupadvice.nl

More about us: www.mountupadvice.nl