



Job Title: Junior Inside Sales Professional, Microsoft Dynamics Business Central Apps, EFOQUS

Location: Vancouver BC, Canada (remote or hybrid)

Terms: Full-Time Employment, Remote or Hybrid

Salary: \$50,000 base + a solid commission structure can lead to doubling annual salary.

Responsibilities:

EFOQUS has taken the first steps to introduce some exciting apps to the Microsoft Dynamics 365 Business Central workspace. Now, we require assistance to advance this path to ensure we not only deliver first class support to our existing apps users – but also develop, demo, and sell apps to new prospects.

The ideal candidate would be ready to embrace a range of responsibilities, including:

- Manage and execute an increasing number of online demos to prospects.
- Update and maintain documentation for the apps, so it is relevant and informative for our partners.
- Create a support organization to make sure we have happy apps clients.
- Identify and communicate cross selling opportunities to our service business segment.
- Define and execute on marketing initiatives (together with our marketing partner), including: virtual events, multi-media campaigns and conference hosting.
- Harvest and massage data from our Business Central and D365 CRM into actionable KPI's.
- Flexible on working hours to compensate for demo sessions in other parts of the world.

Qualifications:

The ideal candidates' qualification to match and/or exceed the following:

- Bachelor's degree or diploma, majoring in a technical field.
- 2+ years of business development, sales, customer excellence experience.
- Experience working with Dynamics 365 Business Central and/or SharePoint is desired.
- Must have a strong business acumen with technical understanding.
- Must be a self-starter with an aptitude to learn on the fly.
- As a self-driven professional, you must be willing to share your ideas and curate the vision of what you need to succeed in this role.

Benefits:

When you join the EFOQUS team, **you get more than just a job.** With decades of experience in Dynamics 365 Business Central and Dynamics ERP, you will work alongside a team of experienced and reliable Microsoft Dynamics 365 MVPs (Microsoft Most Valuable Professionals) that **expand your connections with our clients, partners, and community.**





We offer a **very flat organizational hierarchy** – where we expect you to challenge every decision if you think we can do better.

We **value the best environmental work set up that fits the individual**. We are 90 % remote workforce, but if you prefer in office – we have a beautiful, convenient office location in downtown Vancouver.

While your location is Canada – **your sales territory is the world**. You have the freedom to grow with an organisation that is recognized as leading app developers in the Dynamics 365 industry worldwide.

We are a flexible workplace that truly believes and lives work/life balance. **All our employees start 4 weeks of vacation** to ensure there is ample time for family, travel and play outside of the office.

We believe in supporting our team members through thick and thin. **Extended healthcare plan and life and disability insurance** are offered to ensure our employees are well taken care of in every situation.

We offer a **solid commission structure that can lead to double the annual salary** for Sales Professionals.

About EFOQUS:

The Microsoft Dynamics 365 Business Central Apps & Solutions Partner, EFOQUS eliminates the hassle SMBs, and enterprise organizations face with custom ERP extensions while increasing the agility, capability, and scalability of essential systems.

Specialists in the development of Microsoft Dynamics 365 Business Central Applications, EFOQUS truly empowers organizations to take full advantage of their technologies, while helping extend the life and increase the value of the investment in Dynamics 365 Business Central ERP.

Visit our website to see how: www.efoqus.ca

How to Apply:

We are actively hiring for this position today! **Please send your resume/CV and cover letter to us at info@efoqus.ca** to share your interest in our position please include 3 reasons why you would be the best candidate for this role.

