


# JAIME W.

## Power Platform **Functional Developer**

 Kansas City | MO | United States

 dynamicconsultantsgroup.com

## EXPERIENCE

### **Functional Consultant** | CRM

*Dynamic Consultants Group June 2021 – Current*

- Provide Dynamics implementations, customizations and education for clients and partners
- Meet with customers to understand and create high level business process and documentation
- Create custom entities, attributes, forms and views for solving business needs related to distribution sales and customer service environment

### **Architect Consultant and Project Manager** | ERP

*Acumatica Two Years*

- Developed sales plans, project planning, and implementation best practices while training clients
- Created and updated essential accounting functions related to operations of the organization
- Improved daily workload and financial reporting through modern dashboard widgets

### **Project Manager** | Implementations

*Cox Automotive Five Years*

- Built custom CRM solutions integrated with third party services and applications
- Improved build time by **26%** in first six months
- Oversaw several project teams and managed a revolving 40 project load with an average build time of **43** days to launch

### **Process Improvement Project Manager**

*Rewards Network Eleven Years*

- Saved the company **\$1.2M** annually by revamping and implementing processes
- Increased client retention by **23%** year over year by identifying opportunities to reduce churn and aligning departments across the organization
- Implemented CRM tool to care for outstanding receivables

## COMPETENCY

- D365 Sales
- Business Process Analyst
- PowerApps/Power Automate
- Agile/Scrum/Waterfall
- Salesforce Sales and Services
- SFDC Lightning/Visualforce
- HTML/JavaScript
- .Net/C#
- Adobe Creative cloud
- SQL Rational Database Management
- AI Machine learning and applications
- D365 F&O Dual-Write integration and development
- D365 Sales
- D365 Customer Engagement

## SKILL

- Organizational Change Management
- Organization Disruption Consulting
- Agile Project Management
- Documentation and Reporting
- Public Speaking and Presentation
- Virtual and In-Person Training
- Excellent Listener
- Verbal and Written Communication

## EDUCATION

### **Power Learn Academy Certificate**

Power Learn Academy | 2021

### **Microsoft Power Platform Functional Consultant Certificate**

Microsoft | 2021

### **Theatre and Sculptor**

Emporia State University



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## Power Platform Functional Developer Partner Work Example

### PROJECT SUMMARY

A metal fabrication client with patented technology and unique business processes has met the needs of their clients for over 40 years. Despite increases to steel prices and operation costs from Covid, orders have continued to grow. With increased demand, the client was ready to expand into the home markets of their core competitors, which called for better tools that could keep the cost down while increasing efficiencies.

Jaime and Aviate analyzed the client's systems and created a plan to customize their Microsoft solutions to their business methods, integrate systems, and minimize manual activities. Throughout their implementation, Jaime helped the client navigate new releases from Microsoft, document newly established processes, and educate their teams on how to use their new tools effectively. The project is still ongoing.

### ACCOMPLISHMENTS

- Established and documented the Lead to Order sales process between D365 F&O and D365 CE Sales
- Developed Dual-write application between F&O and Sales applications by creating custom maps that met current and future needs
- Mapped fields and information from F&O into Dynamics 365 CRM to create plugins that enhanced the user's experience
- Collaborated with external third party to create plugins and expedite invoice creation
- Created flows to extrapolate information from communication activities to eliminate re-work and increase time of completion
- Developed a Work queue system for several internal work groups to organize, maintain, and track activities. Allowing the users to have a one stop Dashboard to complete all their tasks and for Management to monitor what is happening in real time
- Helped the company upgrade the dual-write application to the new Global Address Book module for F&O

### ABOUT AVIATE

Aviate Technologies is an IT services and consulting company that specializes in moving manufacturers to the Microsoft Cloud stack. Aviate decided to incorporate a Power Learn Academy apprentice into their project team to advance their services and lower the cost of delivery for client projects. After a 6-month contract agreement, Aviate decided to continue contracting their Power Learn Academy apprentice.

### THEY SAID IT BEST

"Jaime had a lot of experience with ERP and manufacturing software, and I think that helped out a lot. We really didn't have to work at it. We've just been working well together from the start. A lot of what we do is getting the technology to work with the business, and he's good at that as well."

- Mark Blevins, President

