Drew Clark
Lookout Mtn, TN

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MyNextEmployee.com
423.432.0186

Experienced Dynamics 365 Pre-Sales Solution Architect with a demonstrated history of working in the manufacturing, legal, real estate and finance industries. Primarily design, estimate, negotiate and sell, Microsoft Dynamics 365 applications and Power Apps.

EXPERIENCE

MCA Connect — **Remote** *Jan 2021-Current*
Pre-Sales Solution Architect for Power Platform & Customer Engagement
- Sold $20 million in Microsoft Dynamics Applications
- Provide strategic guidance and technical expertise to manufacturing companies.
- Create project scope, estimates, timelines, proposals, statements of work, and resource requirements, and present them to client.
- Demonstrated ability to provide technical demonstrations and proof-of-concepts to customers, showcasing the capabilities of Microsoft Dynamics Customer Engagement Applications and Power Apps.
- Design, configure, and customize Microsoft Dynamics applications to meet the unique needs of clients across various industries.
- Exceptional presentation and communication skills, with the ability to explain complex technical concepts to non-technical stakeholders.

NTT Data Corporation — **Remote** *Mar 2020-Jan 2021*
Dynamics 365 Techno-Functional Solution Architect
Client: Office of the Attorney General of Florida
- Design lead on $22 million Dynamics Sales & Case Management implementation with 1400+ users.
- Lead a team of 20+ developers.
- Lead all live product demonstrations.
- Lead story tailoring sessions, design sessions, and assign development tasks to developers.
- Develop 60% of the implementation.
- Collaborate with 50+ client business units and senior staff, using 140+ applications to ensure a comprehensive set of requirements, aligned to business objectives, gaining full understanding of current and future state business processes.

Royalty Lending Financial Services — **Remote** *Sep 2018-Mar 2020*
Dynamics 365 CRM Consultant
- Design, develop, implement, and demo Dynamics 365 CRM
- Collaborate with executives and end-users to ensure solution meets client's needs.
- Configure business rules, workflows, and business process flows.
- Develop and implement ASP.Net plugins, and custom workflow assemblies.
- Leverage CSS, JavaScript, and HTML to create embedded amortization schedule within email templates.

Hutton Inc. — **Chattanooga, TN** *Dec 2016-Mar 2020*
Techno functional Analyst/ Project Manager
- Effective team lead who proposed, developed, and implemented Microsoft Dynamics 365 for commercial real estate firm with $1.1 Billion assets under management.
- Led Dynamics demos, design sessions, and end-user training.
- Collaborate with executives, development team and end-users to ensure cohesive and efficient business processes.
- Led the migration from legacy Dynamics CRM 2015 On Premises to Dynamics 365 Online.
- Led integration with legacy systems (Smartsheet, Sage)
- Perform data analysis and provide actionable insights for senior leadership.

Senior Business Analyst
- Leverage CSS, JavaScript, and HTML to create embedded reports and dashboards.
- Design and develop executive reports with SSRS and FetchXML.
- Customize and configure business rules, workflows, and business process flows to streamline business processes.
- Extend Dynamics functionality with Power Apps, web resources, Power BI, google maps, external databases, and client-side form scripting.

Patten & Patten, Inc.   **Chattanooga, TN**
Equity Research Analyst Intern   *Jun 2016-Sep*
- Performed investment due diligence and underwriting for a registered investment adviser with over $1.5 billion of assets under management.
- Reviewed and deliberated 10-K's, 10-Q's, sell-side research reports, public disclosures, company conference transcripts, and relevant regulatory documents in performing due diligence.
- Focused on identifying the critical variables that drove company earnings to evaluate their long-term success/failure.
- Constructed financial models from a proprietary, multi-dimensional financial model to derive the intrinsic value of potential investments. Valuation methods included Discounted Cash Flow (DCF), Residual Income Model (RIM), and comparable analysis.
- Presented research reports and investment recommendations to senior leadership for evaluation under tight deadlines.

EDUCATION
Auburn University   **Auburn, AL**
Bachelor of Science in Business Administration Major: Finance   *May 2016*
- Financial Coursework: Financial Security Analysis, Financial Markets and Institutions, Investments, Financial Statement Analysis, Strategic Management, Intermediate Accounting, Business Analytics I and II

SKILLS
Languages:	Conversational Portuguese and Spanish. Studying Italian
Microsoft Applications:	Dynamics Sales, Customer Service, Field Service, Project Operations, Marketing, Power Apps, Power Automate, Teams, SharePoint, OneNote, Power BI, Outlook, Excel, Word, PowerPoint, Visio
Certifications:	Microsoft Certified Solutions Expert: Business Applications, MCSA: Dynamics 365
Exams:	MB2-715, MB2-716, and MB2-718
Programming:	Asp.Net, C#, REST API, JavaScript, JSON, jQuery, Express.js, CSS, HTML, Fetch XML, SQL, React
Can Create/Use:	Dynamics Plugins, Power Automate Flows, Workflows, SSRS Reports, Dataverse, Client-side scripts, Web Resources,
Finance Applications:	Bloomberg Terminal, FactSet, Morningstar, Advanced Financial Modeling in Excel

References

Chris Wade – CIO and President of Technology Solutions - Indelible	Boss at NTT Data
Rebecca Green – Senior Project Management Specialist - Kyra Solutions **Email:** rebeccaannwells@yahoo.com	Superior at NTT Data

Suleiman Ali - CRM Solution Architect Technical Lead – American Petroleum Institute
     Email: suleiman.ali@consultant.com
     Cell: (708) 200-1465
	Peer at NTT Data & Hutton

Matt Partridge – CFO at CTO Realty Growth (NYSE: CTO) & Alpine Income Property Trust (NYSE: PINE) **Cell:** (734) 845-7798	Boss at Hutton
Ben Mingle – President at The Centurion Foundation, Inc. **Cell:** (423) 718-2535	Boss at Hutton
Geoff Smith – Partner at Rise Partners **Cell:** (423) 240-4116	Boss at Hutton

William Decosimo – Principal, Portfolio Manager – Patten & Patten, Inc.
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	Boss at Patten & Patten