



# Drew Clark

Lookout Mtn, TN

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MyNextEmployee.com

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## Pre-Sales Solution Architect | Dynamics 365, Power Platform, Copilot & AI

Experienced Pre-Sales Solution Architect with a demonstrated history of working in the manufacturing, legal, real estate, oil and finance industries. Primarily lead discovery, design, demo, estimate and sell Microsoft Dynamics 365 Copilot, Sales, Customer Service, Field Service, Project Operations, Customer Insights, Power Pages, Power Apps and Power Automate.

### EXPERIENCE

#### **Velosio**

*Pre-Sales Engineer – AI & Power Platform*

**Remote**

*Mar 2026-Current*

- Partner with prospects, clients, sales teams, and practice leadership to envision, design, and validate low-code solutions that drive meaningful business outcomes
- Translate business challenges into scalable, secure, and feasible solutions built on Microsoft Power Platform, with a focus on AI, Copilot, Power Apps, and Power Automate
- Lead discovery conversations to understand business processes, pain points, and future-state goals
- Build and deliver solution demonstrations that clearly communicate business value and process improvement opportunities
- Develop estimates, proposals, and statements of work aligned to customer goals and delivery expectations

#### **TrellisPoint**

*Pre-Sales Solution Architect*

**Remote**

*Jun 2025-Mar 2026*

- Engaged directly with prospects and customers to understand business requirements, pain points, and strategic objectives
- Delivered solution demonstrations and presentations across Dynamics 365 Customer Engagement applications, including Sales, Customer Service, Customer Insights, Field Service, and Project Operations, as well as the broader Power Platform
- Led pre-sales workshops, proof-of-concept sessions, and technical discovery engagements
- Collaborated with sales and solution architecture teams to develop proposals, RFP responses, and statements of work
- Translated business requirements into solution designs and articulated the business value and ROI of proposed solutions

#### **MCA Connect**

*Pre-Sales Solution Architect for Power Platform & Customer Engagement*

**Remote**

*Jan 2021-Apr 2025*

- Supported \$20M in Microsoft Dynamics application sales and consistently contributed \$5M to \$7M in annual sales
- Designed, configured, and delivered technical demonstrations and proof-of-concepts showcasing Dynamics 365 Copilot, Sales, Customer Service, Field Service, Project Operations, Customer Insights, Power Apps, and Power BI
- Led discovery sessions and delivered up to 10 demonstrations per month across prospective and existing clients
- Spoke at the AI Agent & Copilot Summit in San Diego on the opportunities, impact, and outcomes of using agents and copilots in M365 Modern Work
- Developed project scope, solution designs, estimates, timelines, proposals, statements of work, and resource plans, and presented recommendations directly to clients
- Supported RFP responses and contributed to the development and long-term planning of proprietary applications and accelerators

#### **NTT Data Corporation**

*Dynamics 365 Techno-Functional Solution Architect*

**Remote**

*Mar 2020-Jan 2021*

*Client: Office of the Attorney General of Florida*

- Served as design lead on a \$22M Dynamics Sales and Case Management implementation supporting more than 1,400 users
- Led a team of 20+ developers and coordinated development efforts across workstreams
- Led live product demonstrations, story-tailoring sessions, and design workshops
- Assigned development tasks and ensured alignment between solution design and business requirements
- Developed a significant portion of the implementation while collaborating with 50+ client business units and senior stakeholders
- Gathered and translated requirements across 140+ applications to align current-state and future-state business processes with project objectives

**Hutton Inc.***Techno functional Analyst/ Project Manager***Chattanooga, TN***Dec 2016-Mar 2020*

- Proposed, led, and implemented Microsoft Dynamics 365 for a commercial real estate firm with \$1.1B in assets under management
- Led Dynamics demonstrations, design sessions, and end-user training initiatives
- Collaborated with executives, developers, and end users to improve business processes and drive adoption
- Led the migration from Dynamics CRM 2015 on-premises to Dynamics 365 Online
- Managed integrations with legacy systems including Smartsheet and Sage
- Performed data analysis and delivered insights to senior leadership

*Senior Business Analyst*

- Built embedded reports and dashboards using CSS, JavaScript, and HTML
- Designed executive reporting using SSRS and FetchXML
- Customized business rules, workflows, and business process flows to streamline operations
- Extended Dynamics functionality through Power Apps, web resources, Power BI, external databases, Google Maps, and client-side scripting

**Patten & Patten, Inc.***Equity Research Analyst Intern***Chattanooga, TN***Jun 2016-Sep*

- Performed investment due diligence and underwriting for a registered investment adviser with more than \$1.5B in assets under management
- Reviewed 10-Ks, 10-Qs, sell-side research, public disclosures, earnings materials, and regulatory documents to support investment analysis
- Identified the key variables driving company earnings and long-term performance
- Built financial models to estimate intrinsic value using Discounted Cash Flow, Residual Income, and comparable company analysis
- Presented research reports and investment recommendations to senior leadership under tight deadlines

**EDUCATION****Auburn University***Bachelor of Science in Business Administration Major: Finance***Auburn, AL***May 2016***TECHNICAL SKILLS**

<b>Languages:</b>	Portuguese and Spanish; currently studying Italian & French
<b>Microsoft Applications:</b>	Dynamics Sales, Customer Service, Field Service, Project Operations, Customer Insights
<b>Power Platform:</b>	Power Apps, Power Automate, Power BI, Power Pages
<b>AI &amp; Collaboration:</b>	Microsoft Copilot, AI Agent, Teams, SharePoint, OneNote, Outlook
<b>Certifications:</b>	Microsoft Certified Solutions Expert: Business Applications, MCSA: Dynamics 365
<b>Programming:</b>	C#, ASP.NET, JavaScript, JSON, jQuery, REST APIs, SQL, React, CSS, HTML, FetchXML
<b>Finance Applications:</b>	Bloomberg Terminal, FactSet, Morningstar, Advanced Financial Modeling in Excel