

# DUSTIN G. DOMERESE

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**PROFESSIONAL OBJECTIVE:** To contribute experience and knowledge to a Applications Development/Business Solutions Consulting and Software Development Environment

- Microsoft
- ERP
- User Adoption
- Accounting Systems
- Consulting
- Artificial Intelligence
- SQL
- Business Systems
- Business Processes
- System Implementation
- Database Design
- Technology Training
- CRM
- Software Customization
- System Architecture
- Career Change Training

**Executive Summary:** Dustin Domerese is a technology leader and entrepreneur in the Microsoft ecosystem, known for his strategic acumen in CRM, ERP, and software implementation and development across several industry verticals. Consulting for Microsoft, SAP, EMC, and HP and as the CEO and Managing Partner of Dynamic Consultants Group, Dustin has steered the company to be a multi-national organization with expertise in Microsoft consulting and achieved repeated recognition on the INC 5000 list.

His career is marked by his foundational role in multiple tech startups and his expertise spans business operations, software engineering, database design, and strategic corporate system architecture and system implementations.

## **In-Depth Experience at Major Corporations:**

1. **Microsoft:** Dustin's tenure with Microsoft was characterized by deep involvement in architecting and developing CRM solutions. He spearheaded the design and architecture of various systems, including demo request systems integrated with Dynamics CRM and automated systems used to provision other technology platforms and systems.
2. **SAP:** As an SAP partner, Dustin expanded his expertise through significant roles that involved configuring and implementing SAP Business One and other related ERP solutions for clients around the US in the manufacturing, 3PL, and electronic components manufacturing verticals.
3. **Barclays Wealth:** Serving as a CRM Consultant, he developed and architected systems for broad use across countries, enhancing territory and business group management for global users. His work included advanced scripting and system design, which significantly improved the CRM capabilities of Barclays Wealth management around KYC regulations and systems to support financial industry regulatory compliance.
4. **HP:** Dustin's role involved architecting, designing, and deploying custom Microsoft solutions for state and local government entities. Solutions for 311 call centers, independent school districts, associated retirement systems, and other educational association management systems.

**Leadership at Dynamic Consultants Group:** Under Dustin's leadership as CEO, Dynamic Consultants Group has delivered comprehensive Microsoft-based solutions, focusing on Dynamics 365 and Azure. His strategic vision has driven the firm to finalist positions in the Microsoft partner channel awards, emphasizing their role in digital transformation and technology advisory for Clients domestic and international. His responsibilities span across enterprise technology architecture, program management, rescue engagements, digital transformation and the software development of Microsoft-based applications and databases, which have substantially improved business processes and revenue streams for organizations.

**Entrepreneurial Ventures and Tech Innovation:** has founding of multiple technology startups, where he has leveraged his vast knowledge to innovate within and disrupt the tech industry. His work includes developments in software systems, database design, and system integrations, making substantial contributions to data migrations, user adoption, and workforce efficient through design thinking.

**Public Speaking and Industry Contribution:** A speaker at global technology events, particularly within the Microsoft community, Dustin has shared his insights on technology integration, data management, and software development, user adoption, artificial intelligence, business management withing the Microsoft community to

help shape the technological landscape and influence peers and upcoming tech professionals. This has led Dustin to found a career change academy for your adults looking to break into a career in Microsoft Consulting.

### SUMMARY OF QUALIFICATIONS

- C-Suite Leader and Project Executive Sponsor for Mid-Market & Enterprise Clients
- Strong aptitude for logical analysis of systems with a successful history in effectively streamlining processes through implementation of software solutions.
- Implemented systems including Dynamics GP, Dynamics 365 Sales, Dynamics 365 ERP, Project Services, Field Services, SAP Business One, and custom solutions.
- Excellent program management, business analyst, and systems architect experience
- Maintained P&L responsibility for consulting organizations and software development companies within a variety of industries and markets.
- Microsoft Certified Professional (MCP)
- Programming and applications development experience including management of projects from conception until completion on C#.Net and SQL technology.
- Professional experience in Customer Service, Professional Services, and Financial Services.
- Object-Oriented technology training and experience in SQL and .Net programming through development and consulting.

### EXPERIENCE AND ACCOMPLISHMENTS

#### **Managing Partner**

Dynamic Consultants Group, Kansas City, MO

- Enterprise architecture and business system solution design. Solution and program management for F1000 firms to increase revenue and business throughput.
- Architecture and configuration of D365 Sales, Operations, Common Data (CDS), enterprise service bus and experience with other data integration solutions such as SSIS and Mulesoft.
- Development of Azure based applications for streamlining and automating ALM processes for Microsoft.
- Design, development, and deployment of customized reports and dashboards and workflow driven Dashboards/KPIs
- Trainer for Dynamics applications and customization events both partner and end-user-based courses.

#### **Senior Technical Solution Architect**

Edgewater/Fullscope, Alpharetta, GA

- Development of plug-ins and form scripts for manufacturing, non-profit, and distribution clients
- Technical solution architecture, design, and implementation of XRM and core CRM based solutions.
- Architecture, development, and deployment of custom PSA solutions and Azure integrations w/ ERP
- Development of custom mobile applications for facilitation of Retail and Transportation processes
- Field Services & PSA implementation and custom plug-in and data integration architecture and development Configuration and design of complex data integration and migration processes developed using custom apps.

#### **Dynamics CRM Consultant/Developer**

HPE, Austin, TX

- Design, development, and deployment custom Jscript and HTML web resources for form rules and processes.
- Development of custom workflow activity plug-ins and UI event driven plug-ins for Dynamics CRM
- Implementation and Development of Package Deployer automated system customization and configuration deployment from Dev/Text/QA instances of D365 system.

#### **Dynamics CRM Integration Developer** FarmLink/MachineryLink, Kansas City, MO

- Business process analysis and design for CRM based applications and process driven workflow development.
- Designed and developed custom UI logic using Jscript for CRM Form level and Field Level client events.
- Implementation and support of customer CRM environments including end-to-end business process consulting, current and future state process design, and implementation of needed software architecture.
- Configuration and customization of data integration platform between CRM and Dynamics SL using custom SQL adapter and Scribe Software.
- Development of contract and equipment data integration between Dynamics SL and Dynamics CRM

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**CRM Product Specialist/Architect/Developer**

Microsoft, Redmond, WA

- Worked with senior management and business analyst to build business/functional requirements.
- Design and Architected MS CRM Marketing Request system in ASP.Net integrated with Dynamics CRM
- Design and Development of custom workflow activities, plug-ins, SRS Reports, and advanced client-side code.
- Developed and executed project plan for testing and rollout of production Marketing Request system.

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**CRM Product Specialist/Architect/Developer**

Barclays Wealth, New York, NY

- Worked with senior management and business analyst to build business/functional requirements.
- Design and Architected MS CRM Prospecting and Sales Force Automation processes and platform for 800+ users all over the country. Implemented various SQL, IIS, and SRS Servers to support test/stage/prod users.
- Performed product manager duties for development, quality control, and production services team members.
- Design and Development of custom workflow activities, plug-ins, SRS Reports, and advanced client-side code to stream-line and automate investment advisors use of client engagement and relationship building processes.
- Functional and technical testing, training, and support for business users and senior development members

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**CRM Support Consultant**

EMC2, New York, NY

- Worked with BA and Senior management team to develop support plan for in-house CRM system.
- Design and Architected territory and business group management system in use for 1,000+ worldwide users.
- Developed extensive client-side JScript for multi-use form navigation across 10+ business units.
- Successfully completed project and trained internal administrator/support staff for daily support duties.

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**CRM Practice Manager**

WennSoft Kansas City, Missouri

- Customization of business solutions using VS 2005 C#/ASP.Net, SQL Server, VBA, and eConnect for GP.
- Managed, Supported, and worked with project team to develop CRM integration with WS JobCost and Service.
- Designed and implemented custom integrations for Dynamics GP, CRM, and WS Products using Scribe/SQL.
- Lead CRM Consultant and Project manager for end-to-end Dynamics CRM Implementations.
- Developed and executed complex data migrations from legacy systems into SQL server-based applications.
- Worked with Executive team to develop and implement internal business processes, key business metrics, methodology, and documentation for full Dynamics CRM implementation life cycle.
- Successfully developed .Net based Rapid Implementation wizard for quickly deploying JobCost and Service with industry specific defaults into SQL server and implementation wizard execution from GP using VBA.

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**CRM Solutions Consultant/Business Analyst**

Netstandard Kansas City, Kansas

- Project managing, supporting, and developing business solution software such as SAP Business One, MS Dynamics Great Plains, and Dynamics CRM using .Net technologies, VB6, CRM workflow, and JScript.
- Designed and implemented complex SQL stored procedures, queries, views and functions for business needs.
- Consulted with clients to resolve business needs through add-on implementation for ERP and CRM systems.
- Developed interfaces, business objects, SQL server procedures for Asp.Net custom web applications/reports.
- Designed and implemented SQL server 2000 and 2005 environments including complex data migrations.
- Developed custom reporting tools for solutions software using windows forms, C#.Net, with VS.Net IDE, and reporting with business analysis tools such as SQL Reporting Services, SQL BI Tools, and Crystal Reports.
- Pre-Sales and Sales consulting for business intelligence platforms such as MS SharePoint and BI tools.

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**Banking/ Finance CRM Design and Development**

Citi Corp, Kansas City, Missouri

- Attended intense banking and financing training including a specialty in credit management and credit card customer service.
- Worked to design and develop CRM procedures, workflow, business processes, and software.
- Successfully attained the status of top service associate of 300+ employees three months in a row.

## EDUCATION

Microsoft PL200, 2022  
Azure CDS Development. 2018  
Dynamics CRM 2016 Applications Certification, 2017  
Scribe Online Level II Certification, 2017  
Dynamics CRM 2011 & 4.0 Certification, 2008  
Visual Studio 2008 and .Net 3.5 Training, 2008  
Dynamics GP 10.0 Developer's Toolkit Training, 2008  
MOSS .Net Developers and Customizers Training, 2008  
eOne SmartConnect ERP/CRM Integration Training, 2008  
Scribe Certified in Dynamics GP and CRM Adapters, 2008  
WennSoft Job Cost Module Certified Consultant, 2008  
WennSoft Service Module Certified Consultant, 2008  
SAP Business One SDK Developer 2007  
Microsoft CRM SDK Developer Training, 2007  
SQL 2005 Developer Training (MSTS), OPCC Overland Park, 2007  
Microsoft CRM Certified Installation and Configuration Consultant, 2006  
SAP Business One Certified Solutions Consultant, 2006  
Microsoft CRM Certified Customization Developer, 2006  
MCP Certification, Foss Training, Overland Park, Kansas, 2004-2005  
MCAD Certification, Foss Training, Overland Park, Kansas, 2004-2005  
Multimedia Web Design, Maple Woods Community College, Kansas City, Missouri, 2003-2004



## TECHNOLOGY TRAINING AND EXPERIENCE

### Programming Languages

#### Experience

- HTML/JScript
- C# .Net
- VB .Net
- ADO .Net
- XPATH
- VB6
- VBA

### Business Applications

- MS Excel
- MS Word
- MS Access
- MS Visio
- WennSoft Service
- WennSoft Portals
- MS Finance and Operations
- Microsoft Dynamics GP
- Microsoft Dynamics Business Central
- Microsoft CRM/CE
- SAP Business One
- MS SharePoint 2007
- WennSoft Job Cost
- WennSoft CRM Extensions
- Chat GPT, Open AI, and other LLMs

### Development Tools

#### Experience

- MS Visual Studio
- VSO
- JBuilder
- Scribe Insite
- Jcreator
- OOA&D (UML using Visio)
- System Design and Analysis
- xFusion eXamine
- Dreamweaver
- Visual SourceSafe
- SSRS 2003 & 2005
- GP Tools for VS

### Database Applications

#### Experience

- Microsoft SQL Server
- Microsoft Access
- Relational Database Design
- MS CDS
- My SQL
- Magic eDeveloper
- IBolt Dev Suite

### Development

#### Experience

- HTML, XHTML, XML
- SOAP
- JScript
- CSS
- ASP.Net
- Azure Service Bus
- Azure Functions
- Azure CDS
- Resco Mobile
- MS Flow