

Maciej Jocz

Dynamics 365 CE & Power Platform · Solution Engineer

Full-lifecycle D365 Customer Engagement & Power Platform · presales to delivery · Warsaw, Poland



4+ years on D365 CE & Power Platform

Tech Lead on a greenfield enterprise CRM

10+ enterprise systems integrated

Platform built for 100+ B2B sales reps

+48 570 570 486 · maciej.jocz1@gmail.com · linkedin.com/in/maciejjocz · Portfolio: maciej-jocz.dev

Professional summary

4+ years building Dynamics 365 CE & Power Platform solutions end-to-end — from presales and HLD/LLD architecture through hands-on build to go-live. Currently Tech Lead of a 20-person team delivering a greenfield D365 Sales platform that integrates 10+ enterprise systems (SAP ERP, Comarch CPQ, EDI) for 100+ B2B sales reps — an engagement won at the proposal stage and now in delivery. Strong in Dataverse data modeling, C# plugin engineering, Dual-Write F&O integration, and Azure middleware; delivered across logistics, financial services, manufacturing, and healthcare.

Areas of expertise

Discovery & Delivery

- Discovery workshops & fit-gap analysis
- Presales, estimation & RFP proposals
- Requirements, FRD/FDD & process mapping
- UAT, go-live & hypercare

Solution Architecture

- Dataverse data modeling & security
- Plugin & custom API design
- Dual-Write & virtual-table integration
- Event-driven Azure middleware

Leadership & Engineering

- Tech leadership & coding standards
- ALM & Azure DevOps CI/CD
- Model-Driven app & PCF engineering
- Stakeholder management

Experience

D365 CE & Power Platform Developer / Tech Lead

May 2025 – Present

Accenture Poland · Warsaw, Poland

- Tech Lead of a 20-person team across 4 delivery streams (pro-code developers and low-code consultants) on a greenfield D365 Sales platform integrating 10+ systems (SAP ERP, Comarch CPQ, EDI).
- Own the HLD/LLD baseline — 60+ feature specs and 40+ integration DTOs — that sets the build contract for the stream developers.
- Established coding standards and Azure DevOps CI/CD, giving the team a repeatable build and release process.
- Primary technical authority for client stakeholders; platform in delivery for 100+ B2B sales reps.

D365 CE & Power Platform Developer

Aug 2024 – Apr 2025

Avanade · Warsaw, Poland

- Won a competitive RFP for a national logistics operator — 3 enterprise PoCs plus the solution proposal — the engagement then transitioned to Accenture, where I moved with it into delivery (the platform above).
- Engineered on a credit-management platform (insurance / debt recovery) running 35,000+ active cases and 163 Power Automate flows — custom C# plugins plus a Dataverse Search cleanup projected to cut the index ~60%.
- Authored an accepted 25-task web-resource modernization plan and the target SharePoint security architecture on the same platform.
- Ran live D365 CE demos (incl. a Customer Service PoC) and solution-architecture presentations for enterprise stakeholders.

D365 CE & Power Platform Developer

Jul 2022 – Jul 2024

ANEGIS · Warsaw, Poland

- Developed C# plugins and JavaScript web resources extending D365 Sales logic.
- Built ~50 Dual-Write maps syncing master data bidirectionally between D365 F&O and CRM.
- Designed an 18-table Dataverse model behind a quote-to-cash CRM for ~25 sales users.
- Implemented Azure Service Bus and Functions middleware for event-driven CRM ↔ F&O sync.

Selected engagements

Enterprise Logistics CRM Platform (Logistics, PL · Avanade→Accenture)

Won the competitive RFP for a national logistics operator at presales, then took it into delivery as Tech Lead — greenfield D365 Sales replacing fragmented spreadsheets and a legacy system.

Won RFP · 20-person team · 10+ systems · 100+ sales reps

Credit Management Platform (Insurance & Debt Recovery, EU · Avanade)

Engineered custom plugins across a mature 163-flow platform; designed the web-resource modernization plan, SharePoint security architecture, and Dataverse Search optimization.

35,000+ active cases · 163 flows · ~60% index cut (projected)

Manufacturing CRM with Dual-Write (Manufacturing, PL · ANEGIS)

Reverse-engineered a click-through prototype (built in Canva) into an 18-table Dataverse model and Model-Driven App, integrated bidirectionally with D365 F&O via Dual-Write.

Bidirectional F&O sync · ~50 Dual-Write maps · ~25 users live

Dental Care CRM with Canvas App (Healthcare, PL)

Built a Power Apps Canvas app for onboarding new clients and capturing GDPR (RODO) consents, attaching medical products to client records that sync into D365 F&O via bidirectional virtual-table integration.

Canvas app · GDPR consent flow · bidirectional F&O virtual tables

Technology & tools

CRM & Platform	Dynamics 365 CE · Sales · Customer Service (PoC) · Dataverse · Model-Driven & Canvas Apps · PCF · Power Pages
Power Platform	Power Automate · Power Apps · Copilot Studio · AI Builder · Custom Connectors
Development	C# / .NET · TypeScript · Plugins · Custom APIs · Web API · Web Resources · FetchXML
Azure & DevOps	Azure Functions · Service Bus · Logic Apps · Azure DevOps · CI/CD · ALM
Integration	Dual-Write · Virtual Tables · REST / OData · SAP · Comarch CPQ · EDI
Delivery	Agile / Scrum · Azure DevOps Boards · ALM · UAT / Hypercare · Presales & Estimation
Industries	Logistics · Financial Services · Manufacturing · Healthcare

Certifications

- Power Platform Solution Architect Expert (PL-600)
- Power Platform Developer Associate (PL-400)
- Power Platform Functional Consultant Associate (PL-200)
- Power Platform Fundamentals (PL-900)

Languages

Polish — native · English — B2 (upper-intermediate)

I hereby consent to the processing of my personal data for the purposes of the recruitment process (in accordance with the GDPR / Regulation (EU) 2016/679). · Wyrażam zgodę na przetwarzanie moich danych osobowych dla potrzeb niezbędnych do realizacji procesu rekrutacji (zgodnie z RODO).

Education

M.Sc., Information Technology in Management
Warsaw School of Information Technology · 2021–2023
B.A., Economics — International Markets
Kozminski University · 2016–2020