



# Your Power Platform Career

Unlocking Career Growth with  
Power Platform

# Rewarding Careers with Microsoft Business Applications and Power Platform

- Many different options
- Suitable for people of varying levels of technical capabilities
- Career path depends on several factors:
  - Personality
  - technical aptitude
  - in-person/remote
  - revenue driving or back office
  - what you enjoy doing



# Career Paths



## **Internal Resource**

Internal Resource is a career path where you work within a company and are responsible for implementing, maintaining, and troubleshooting Power Platform solutions within the organization.

## **Independent Contractor**

Independent Contractor is a career path where you work as a freelancer and provide Power Platform consulting and development services to multiple clients.

## **Microsoft Partner**

Microsoft Partner is a career path where you work for a company that is part of the Microsoft Partner Program and provides Power Platform consulting and development services to clients.

## **Microsoft Employee**

Microsoft Employee is a career path where you work for Microsoft and are responsible for developing Power Platform products and services for customers.



# In-house Resource

## **Stable Job**

Working as an in-house developer or admin provides job stability, predictable work hours, and a regular income.

## **Access to Company Resources**

As an in-house developer or admin, you have access to company resources such as technical experts, IT infrastructure, and training programs.

## **Limitations on Scale and Complexity**

Working as an in-house developer or admin may have limitations on the scale and complexity of projects that you can work on – often around and in addition to your other responsibilities.

## **Internal Politics**

Navigating internal politics can be challenging in an in-house position and requires strong communication and interpersonal skills. Competing interests can influence which projects receive attention and funding, potentially causing you to proceed through work rollercoasters hindering the execution of projects

## **Organizational Process**

You will have to embrace bureaucratic processes that can slow down your development opportunities. These processes often involve multiple layers of approval, extensive documentation, and adherence to strict protocols, which can be time-consuming and frustrating.

## **Solution Adoption**

Witnessing firsthand how your solutions are implemented and the tangible business value they bring to the company. Being part of internal development team allows you to deeply understand the company's needs and challenges, enabling you to create tailored solutions that drive efficiency, innovation, and growth

## **Internal Consultant**

Allows you to empower others, drive innovation, and foster a culture of continuous growth. Your guidance helps solve real business challenges and contributes to the organization's overall success and agility with the platform

## **Developer Bias**

Internal full-stack developers may view low-code platforms as less sophisticated or believe that they undermine the craftsmanship of traditional coding methods



# Independent Contractor

## **Freedom and Flexibility**

As an independent contractor, you have the freedom to choose your projects, set your own rates, and work with a variety of clients, which gives you the flexibility to work on your own terms.

## **Self-Management Skills**

To succeed as an independent contractor, you need to have strong self-management skills, including time management, organization, and discipline.

## **Sales and administration**

As an independent contractor, you will also need to be skilled in sales, including lead generation, proposal writing, and negotiation. You are also responsible for accounting, legal, contracts, collections, and other

## **Politics**

Politics are generally lowest for independent contractors compared with other paths, but you will still experience political headaches from your clients and Microsoft

## **Networking Abilities**

As an independent contractor, you may not have access to other resources who can support you if you get stuck.

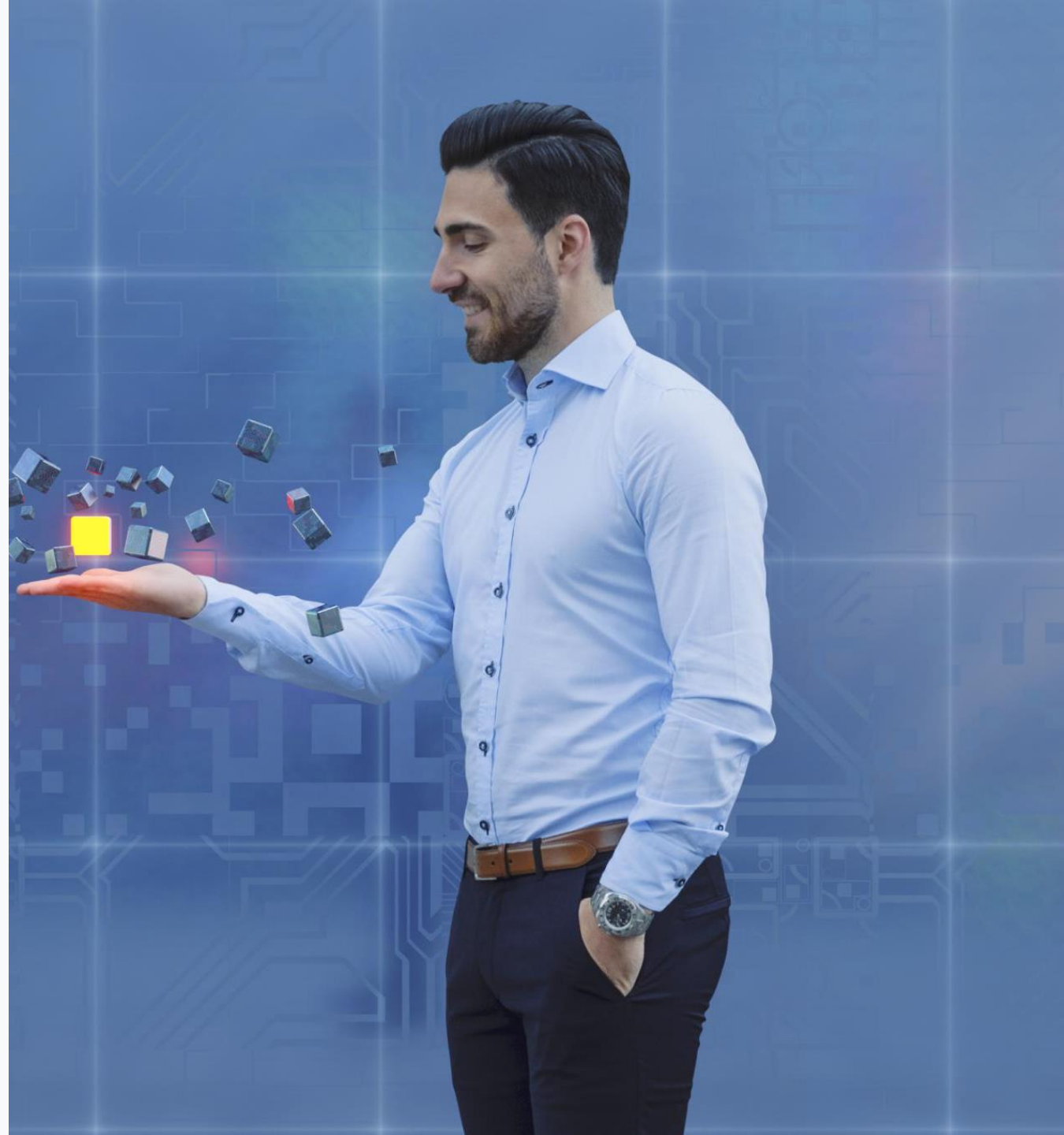
To expand your business and grow your client base, you need to have strong networking skills, including building relationships, attending events, and leveraging social media.





# Working for a Microsoft Partner

- The partner's staff of salespeople can sell projects for you, and other resources on the team can cover technical skills you don't have
- Higher income potential compared to in-house resource
- Partners absorb risk and collect payments, and offer a variety of career paths and greater income potential through bonuses
- Lower control over which projects you get assigned, politics can be high, and there may be pressure to remain highly utilized





# Microsoft Employee

## Career Opportunities

Working as a Microsoft employee provides you with unique career opportunities, such as working on cutting-edge projects, receiving world-class training, and networking with top professionals.

## Navigating a Large Organization

To succeed as a Microsoft employee, you need to navigate a large organization effectively. This requires a deep understanding of the organizational structure, culture, and values.

## Leadership, Communication, and Collaboration Skills

To succeed as a Microsoft employee, you need to have leadership, communication, and collaboration skills. These skills are essential for managing your career effectively and contributing to the success of the organization.

## Manager > Job Title

## High politics

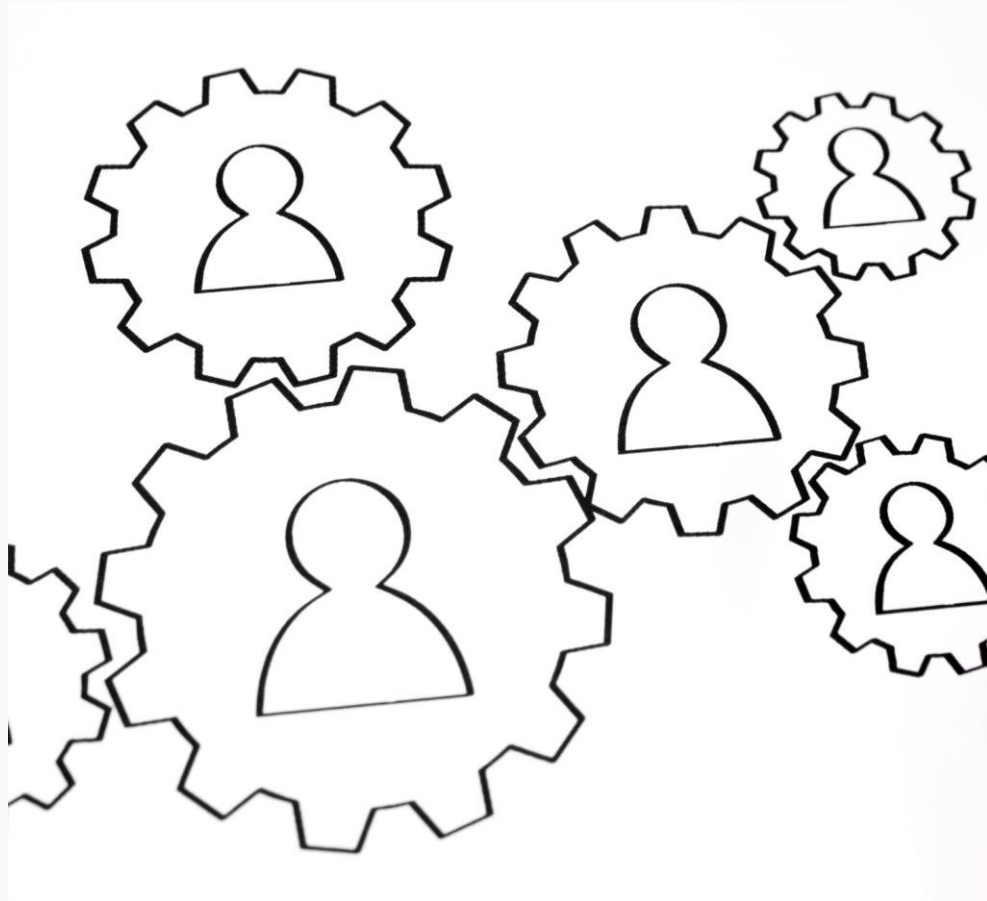
## Metrics are subjective

## You need to actively manage your career

Find mentors and leverage them

## Sales roles generally pay better than engineering roles

# Essential Skills



**Communication**

**Sales**

**Taking Feedback**

**Humility**

**Self Awareness**

**Curiosity**

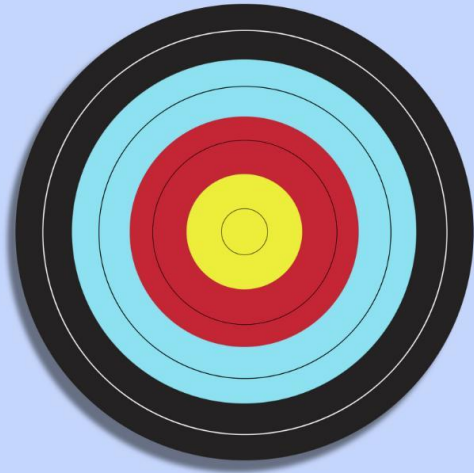
**Leadership**

**Customer Service**

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# Conclusion

Now is the time to reflect on your goals and identify the career path that best suits you based on the overview of Power Platform, career goals and preferences, and essential skills for success.