

## J. Ignacio Lopez Coll

Calgary, Alberta, Canada | +1 825 365 9311 | ignacio@lopez-coll.com | <https://lopez-coll.com> | Open to Relocation  
Senior Solution Architect Dynamics 365

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### SUMMARY

Dynamic and results-driven Senior Solution Architect specializing in Microsoft Dynamics 365 with extensive experience in leading and executing complex ERP software implementations across Europe, North America, and Central America. Demonstrated ability to adapt to diverse industries and deliver tailored solutions that meet client needs. Proven track record of managing end-to-end projects, from strategic planning through execution and post-launch support, while fostering cross-functional collaboration and stakeholder engagement. Passionate about leveraging innovative technologies, including AI and open-source solutions, to optimize business processes and contribute to organizational growth. Committed to mentoring team members, enhancing internal knowledge sharing, and supporting business development initiatives. Fluent in English, Spanish, and German, with a solid background in various technical and functional domains.

### CORE COMPETENCIES

Successfully contributed to over 20 End-to-End implementations (**D365FO, AX 2012 & AX 4**) across multiple industries.

<b>Key Skills</b>	Strategic project planning, stakeholder management, team leadership, project execution, cross-functional collaboration, sales support.
<b>Functional Knowledge</b>	All Dynamics 365 Finance & Operations Module. Dynamics 365 Field Service Integration Design and Dual Write experience. Generative AI, Copilot & Open Source AI Solutions. Broad Tech Stack experience outside Microsoft Ecosystem.
<b>Technical Knowledge</b>	Python, React, AWS, SQL, Tailwind, HTML, CSS, PHP and X++.
<b>International Capabilities</b>	3 fluent languages (ES, DE and EN). 8 countries implemented. Spanish & Canadian Citizen

### EDUCATION/CERTIFICATIONS

1. **MCE** (Microsoft Certified Expert) – Dynamics 365: Finance and Operations Apps Solution Architect
2. **MCP** (Microsoft Certified Professional) – Dynamics 365 Finance MB-310
3. **MCP** (Microsoft Certified Professional) – Dynamics 365 Supply Chain Management MB-330
4. **FastTrack for D365** – Success by Design
5. **Scrum Alliance** – Scrum Master
6. **MCP** – Dynamics 365 Core Finance and Operations MB-300
7. **MCP** – Dynamics 365 Financial Management MB6-895
8. **MCP** – Dynamics AX 2012 Financials & Dynamics AX Trade and Logistics

### PROFESSIONAL EXPERIENCE

04/2023 – today	<b>Hitachi Solutions Canada Ltd., Calgary, Alberta (Canada)</b> <b>Senior Solution Architect, Dynamics 365</b> <ul style="list-style-type: none"><li>- Collaborate with top executives in steerco meetings, providing valuable insights and contributing to strategic decision-making processes</li><li>- Currently dedicated to a large enterprise Field Service implementation across many Microsoft Applications with over 100 integration points and 45 applications</li><li>- Drive internal initiatives to refine implementation methodologies, harnessing AI and innovative technologies to optimize daily workflows</li><li>- Play a pivotal role in elevating knowledge sharing across the organization, contributing to continuous improvement and expertise enhancement</li><li>- Act as a dedicated mentor, guiding and supporting team members in their professional growth and project contributions</li><li>- Shape the direction of projects by crafting blueprint strategy documents that align precisely with both business and IT requirements</li><li>- Provide crucial sales support, leveraging in-depth knowledge to ensure solutions meet client needs and expectations</li><li>- Responsible for a knowledge Database within the organization</li><li>- Additional DualWrite Integration projects between CRM and ERP and D365 Retail Point of Sale</li></ul>
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- 04/2021 – 04/2023 **Hitachi Solutions Canada Ltd., Calgary, Alberta (Canada)**  
**Solution Architect, Dynamics 365 Finance & Operations**
- Lead D365 Finance & Operations implementation projects, spearheading initiatives as Project Lead
  - Oversee end-to-end project implementation, covering sales to post-launch support phases
  - Create strategic blueprint documents, aligning business and IT goals
  - Provide essential support in sales-related activities
  - Promote internal knowledge enhancement, fostering organizational improvement
  - Serve as a representative for consultants within Hitachi's community council
  - Offer assistance across various projects for multiple Hitachi Legal entities
- 08/2019 – 04/2021 **Hitachi Solutions Canada Ltd., Calgary, Alberta (Canada)**  
**Senior Finance Consultant, Dynamics 365 Finance & Operations**
- Implement Dynamics 365 Finance and Operations as Finance Lead, addressing business requirements in line with product owner needs
  - Lead daily stand-ups, tracking project members' progress
  - Design customizations in D365 Finance and PowerApps/Microsoft Flow
  - Drive Hitachi's internal initiative to develop a business process repository
- 09/2017 – 08/2019 **Hitachi Solutions Germany GmbH, Nürnberg (Germany)**  
**Senior Finance Consultant, Dynamics 365 Finance & Operations**
- Manage financial ERP roll-outs to European subsidiaries, specializing in retail processes
- 11/2016 – 09/2017 **HSO Enterprise Solutions GmbH, Böblingen (Germany)**  
**Finance Consultant, AX 2012**
- Develop Functional Design Documents, change requests, queries, and reports
  - Support data migration engineers from a financial perspective, ensuring alignment in general ledger and subledgers
  - Import data through DIF or Excel Add-In
  - Configure advanced bank & cash management settings, such as electronic payment (SEPA) and reconciliation (MT940)
  - Establish an asset schedule based on subledger module financial transactions
  - Define data interfaces between ERP systems or third-party software
  - Possess basic PowerBI knowledge
  - Replace outdated ERP solutions like AX4.0 or DATEV
  - Participate in pre-sales activities, gathering business requirements
  - Assist customers in challenging situations (Customer Service)
  - Develop controlling concepts for cost-performance calculations
  - Coach junior finance consultants and other employees on finance topics
- 01/2016 – 11/2016 **HSO Enterprise Solutions GmbH, Böblingen (Germany)**  
**Junior Finance Consultant, AX 2012**
- Conduct Key-User Training for Dynamics AX 2012 & D365 accounting & controlling processes and AR, AP, GL & FA modules
  - Advise and coach customers on optimizing management reporting (static & dynamic reporting)
  - Expertise in fixed assets management according to German laws (HGB) and fixed asset module parameterization
  - Identify business needs for budgeting & forecasting topics
  - Implement single Dynamics AX modules independently
- 09/2012 – 09/2015 **Testo AG, Titisee-Neustadt (Germany)**  
**Working Student**
- Bachelor's thesis: "Analysis & Documentation of Appropriate Transfer Pricing Methods"
  - Consultancy of Project Managers in implementing controlling systems

## Professional References

Professional references available upon request

## Project References

Project references available under <https://lopez-coll.com/projects>