

The journey to Microsoft Certified: Dynamics 365 Sales Functional Consultant Associate

Get started at
aka.ms/Dynamics365Certs_SalesConsultant



Start here

Decide if this is the right certification for you

Get trained

This certification is a good fit if:

You do the following in your role for Dynamics 365 Sales:

- Analyze customer project needs for quotes, order processing, and product catalogs.
- Configure the sales app.
- Manage sales entities.
- Implement security.
- Implement integrations.
- Manage sales environments and applications.

We highly recommend you take [PL-200](#) before taking this exam, but it is not required.

Not right for you? [Browse all Microsoft Dynamics 365 certifications](#)

Skills outline guides

- > [MB-210](#)

Self-paced training

- > [Microsoft Learn](#)

Instructor-led training

- > [Course MB-210T01: Microsoft Dynamics 365 Sales](#)

Virtual events

- > [Microsoft Virtual Training Days – Activate Digital Selling](#)

Build confidence

Exam preparation

- > [Exam Readiness Zone](#)

Take a practice exam

- > [Microsoft Official Practice Test MB-210](#)

Skills measured:

- Perform configuration
- Manage core sales entities
- Manage additional tools and services

We recommend you take [PL-200](#) to help you prepare for this certification.

Additional resources

[Microsoft Docs](#)

[Learning Catalog](#)

Get recognized

- > Pass [Exam MB-210](#) to earn this certification.



Microsoft Certified:
[Dynamics 365 Sales Functional Consultant Associate](#)

Microsoft Dynamics 365 Sales functional consultants implement solutions that anticipate and plan customer connections, manage deals through processing and closing, and accelerate sales team performance using data analytics.

Products featured

- Dynamics 365 Sales
- Sales Insights (add-in)
- Dynamics 365 Customer Insights
- Dynamics 365 Customer Voice

Continue to grow

Explore these certifications next

Other tracks (Associate)

- [Dynamics 365 Marketing Functional Consultant](#)
- [Dynamics 365 Field Service Functional Consultant](#)
- [Dynamics 365 Customer Service Functional Consultant](#)