

Job Title: Salesforce.com Senior Consultant

Description: As a Salesforce.com Senior Consultant, you will be responsible for successfully implementing salesforce.com and integrating it with other systems. In this capacity you will be an expert in application functionality, implementation, technology and software development methodology. The successful candidate will be responsible for:

- Identifying client requirements and conducting detailed analysis of client processes and goals through business process reviews
- Designing and documenting solution including data model, protocols, data migration strategy, security, analytics and custom development
- Building application to specified design with check points to ensure minimal rework
- Specifying, overseeing and testing results of custom development work
- Migration of legacy data to the salesforce.com platform
- Creation of custom reports and analytics
- Integrating other business systems with salesforce.com
- Training end users and administrators on protocol-based application use
- Managing and communicating, both internally and externally, project status and potential roadblocks
- Working effectively with clients and other team members
- Managing clients in a long term relationship to meet ongoing needs and identify follow on opportunities

Required Skills/Experience:

- BA/BS preferably with a focus in Business or Information Technology
- Experience with a field deployment or consulting on salesforce.com
- Client-focused attitude. A customer advocate.
- 2 or more years of experience in consulting, project management, and/or sales operations
- Knowledge of enterprise systems, CRM, SFA and ERP
- Proficiency in all Microsoft Office applications (Word, Excel, Outlook, Access, etc.)
- Ability to commute to client locations in the Greater Philadelphia Metro Area
- Excellent analysis skills and the ability to solve problems effectively and efficiently
- Excellent presentation and communication skills
- Self-starter who can multi-task and possesses strong leadership abilities
- Team player with strong communication and interpersonal skills
- Detail-oriented individual with the ability to rapidly learn and take advantage of new concepts, business models and technologies

Desired Skills/Experience:

- Salesforce.com Level 2 Certification
- Experience conducting technology training for various class sizes and demographics
- Advanced Excel or data analytics skills
- Experience with Extract, Transformation and Load (ETL) tools
- Demonstrated deployments of enterprise software systems using industry standard environments including XML, Java, HTTP/HTTPS, HTML and Javascript
- A thorough understanding of XML, SQL, databases and enterprise application integration

Contact: Careers@crm-manager.net