



ELEVATION SOLUTIONS

SALESFORCE CONSULTANT

Remote, full-time, up to 25% travel may be required

Elevation Solutions is a human-focused technology implementation firm that helps community-focused organizations integrate Salesforce and other technology into their business. Our Engagement Directors play a key role in project delivery, helping bridge the gap between sales, support, configuration, architecture and clients. If you are a self starter, hyper-organized, and really into Salesforce, we want to talk to you!

Responsibilities

- Independently manage (for small projects) or support Senior Consultant (for large projects) with the following tasks: manage project timeline, client communications, meeting coordination, training plan creation, training delivery, and project sign-off
- Support strategic Journey Building and requirements gathering initiatives by co-facilitating in-person Journey Building sessions with clients
- Facilitate detailed discovery sessions, technical demos, and client testing processes for client projects
- Architect technology solutions focused on the Salesforce ecosystem utilizing persona-based experience requirements
- Coordinate the configuration/build of client Salesforce environments according to client specs and project scope
- Coordinate client licensing with 3rd party app vendors and facilitate the installation and integration of apps to ensure all parties are on the same page
- Call out risks when they appear and help craft plans to mitigate them
- Assist in the preparation of regularly scheduled client project reports (weekly governance and monthly In-Flight Magazines) including status, demos, and roadblocks for all applicable projects
- Participate in, and on occasion, lead strategic Elevation Solutions initiatives, including but not limited to: content creation, delivery template and process documentation and optimization, project lessons learned, and additional project sales for existing clients

Requirements

- 5+ years of Salesforce experience required; Salesforce Consulting experience preferred
- Experience as a consultant required
- Salesforce Admin Certification and at least one Salesforce consultant certification required (for ex: Sales Cloud Consultant or Service Cloud Consultant); additional Salesforce Certifications are preferred
- Minimum of 2 years of experience implementing CRM solutions from start to finish

- Knowledge of Agile project delivery practices, requirements gathering, user story prioritization and solid UAT guidelines needed
- Education and/or nonprofit experience preferred
- Proficiency in Google Docs, Sheets, Presentations and other online collaboration tools required
- Excellent time management skills and the ability to prioritize work is necessary
- Attention to detail and problem solving skills necessary
- Excellent written and verbal communication skills necessary
- Bachelor's degree required

Other things to know: This job is for a full time position, 100% remote - work from home or coffee shops or wherever you like. We still have a lot of team interaction, though, so you won't be lonely. In order to make this work, you will need an internet connection with good bandwidth to support online conference calling and a computer that is virus protected. Hardworking self-starter with an orientation to get things done at a high level of excellence is required to be on this high performance team. Must be willing to work within an established structure and process and provide feedback when needed to improve that process.

Work week is generally Monday-Friday and office hours are somewhat flexible. We mostly work between 9 and 5 MST, though, and we all have reasonable expectations for response times from each other. We provide unlimited vacation, 401k enrollment and the ability for you to participate in our health plan. We do not allow side work; you will need to focus 100% on our clients and growing business.