Salesforce Consultant

BIG DATA DIGITAL
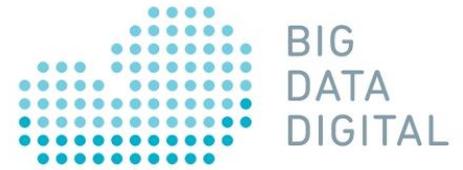
✓ Melbourne based role
✓ Mix of Sales Cloud and SteelBrick CPQ implementation projects (2 roles available)
✓ Permanent or contract

We want *doers* and *thinkers* that love and know Salesforce…

Big Data Digital is a young, fresh and dynamic technology and business company. We are everything 'cloud'!

We are looking for a *new team player*, someone **energetic** and **exceptional** that understands the value of making clients happy. Added to this will be the opportunity to use and expand on your current Salesforce skills.

Sounds interesting…read on: Big Data Digital is seeking a mid-senior level Salesforce consultant that is keen to become part of our dynamic team. This means you must be enthusiastic and passionate about your work and be focused on delivering on projects that exceed both ours and our client's expectations. We are looking for someone with a mix of technology savviness as well as having a good business head on your shoulders!

Your key responsibilities will be to:

✓ work with clients to translate their business needs into technology outcomes using the Salesforce.com (Sales and Service Cloud) and Force.com platform, in particular, SteelBrick CPQ / Salesforce Quote to Cash product built on the Force.com platform

✓ ERP, CPQ experience and/or SteelBrick certification highly desirable

✓ create business requirements as well as assist in scoping and quotation processes

✓ understand CRM best practice as well as how to use Salesforce to drive sales force automation

✓ understand how to migrate data into the Salesforce data model

✓ ability to train both end users and administrators and create customised training agendas

✓ understand the capabilities and constraints of Salesforce and Force.com and apply them to your solution design

✓ thorough knowledge of apps available on the AppExchange (or that integrate with Salesforce) and how to incorporate into the solution design

✓ participate in analysis and scoping workshops & interviews with clients

✓ manage yourself appropriately with clients

✓ have an eye for detail with documentation

✓ be proactive...seeing opportunities with clients and taking them on

✓ actively engage with your team to brainstorm and think outside the box for complex problem resolution

✓ ability to work in an iterative/agile environment

✓ ability to keep thorough project and time records. Previous experience working for a commercial entity is desirable.

✓ have excellent communication skills

✓ confidence to work independently if required

✓ travel, if required, between Melbourne, Sydney, Adelaide and Brisbane

✓ must be a permanent resident of Australia

✓ have a great sense of humour, working in IT you'll need it!

Sound good? Then please send through your CV to **workwithus@bigdatadigital.com.au**

BDD