#### **Sales Force Solution Architect - Job Description.**

**Job type : Full Time**

**Job Location : India / US**

**Experience : 8+ years**

#### **About the role:**

As a Solution Architect, you will own the integrity and strength of the solutions recommended. You’ll be acting as a trusted advisor to our team and clients, and an effective mentor for other Salesforce professionals working alongside you. You will need a deep understanding of the Salesforce platform but just as importantly, top-notch people skills to get your ideas and solutions across to stakeholders and gain integrity to get your visions built into successful solutions.

#### **Responsibilities**

This is a varied delivery leadership role, with the following responsibilities:

* Collaborate with colleagues and customers to create prototypes and proofs of concept as a means of eliciting and defining requirements,
* Review solutions and recommending improvements,
* Groom and refine the Salesforce product backlog, in liaison with stakeholders on the project,
* Own the design of Salesforce and (optionally) other affiliated solutions for Sales, Service, and platform solutions,
* Act as a release manager, approving configuration and coded items to be deployed between environments. Where appropriate, this could include deploying changes,
* Provide guidance on user story writing style,
* Ensure success and acceptance criteria are defined for each story,
* Describe and illustrate designs with appropriate justifications,
* Ensure documentation of the steps for testing,
* Groom and refine the Salesforce product backlog, in liaison with Salesforce SMEs,
* Supervise the configuration, quality assurance, testing, and deployment of Salesforce,
* Collaborative project and works tream planning.

#### **Required Qualifications and Background**

* + At least 8 years’ experience in a leading role in delivering Salesforce projects,
  + Excellent communication skills, written, verbal,
  + Minimum Salesforce certified:
  + Administrator
  + Sales Cloud Consultant
  + Service Cloud Consultant
  + Platform App Builder

#### **Knowledge, Skills, and Abilities**

##### Required:

* A pro-active personality, with a can-do attitude,
* Excellent relationship-building skills,
* Strong analytical skills, with the ability to observe trends. Able to actively make suggestions based on the results,
* Available and responsive to question, clarifications and instructions
* Ability to tailor communication to multiple audiences at all levels
* A self-starter, experienced in leading projects or delivery work streams
* Outstanding written communication skills
* Ability to demonstrate concepts visually and in writing in a way that enables stakeholders to decide with confidence
* A strategic approach to solution design, with proven ability to develop and execute tactical plans to support the strategy
* Excellent ability to coach, motivate and direct work tasks to a multi-discplinary team of Salesforce professionals

##### **Desirable/bonus:**

* Bachelor’s / Postgraduate degree or professional qualification in Business, Computer Science, Marketing, Finance or a similar field of study,
* Salesforce Designer certifications,
* Salesforce Architecture certifications,
* Active in the Salesforce community.