



Example of Salesforce Consultant Job Description

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Our innovative and growing company is looking to fill the role of salesforce consultant. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for salesforce consultant

- Work collaboratively with other functional & technical project team members to ensure successful & timely project delivery
- Interface & communicate professionally with clients on the phone, in meetings, & by e-mail to attract & grow lasting relationships
- Utilize time, project management, delegation, & prioritization skills to achieve results for multiple tasks & responsibilities
- Participate in appropriate discovery, planning, & strategy sessions & initiatives to support business objectives
- Maintain a network for new business opportunities
- Obtain & maintain Salesforce certifications
- Gather functional and design requirements from business stakeholders and implement those requirements on a new Salesforce Customer Community site
- Conduct gap analysis identifying any business needs that cannot be met with out-of-the-box functionality
- Align with 3rd party system integrator for integration of core InTouch components and cross-cloud (service, commerce,) for inclusion into website
- Help configure out-of-the-box features of customer service template and align with content needs

Qualifications for salesforce consultant

- Three (3) years or more experience understanding and optimizing sales

- Five (5) years or more experience in Salesforce.com administration, reporting and dashboards
- Understanding of requirement specifications and interface with IT to confirm appropriate solution and follow up on delivery of final implementation
- Understanding of change management, including understanding needs, coordinating communication, and creating and delivering training to sales users and other constituents
- Analytical thought process to discover problems and suggest best way to solve them
- Travel flexibility both local and out of state approximately 10 to 20%, when needed