JOB TITLE  Salesforce Lead Consultant
REPORTS TO  Managing Director
CLASSIFICATION  Full-time, exempt
DATE AVAILABLE  Immediately

ABOUT IMAGINECRM
ImagineCRM is a technology consulting firm specializing in Salesforce implementations for nonprofits, foundations, and other social sector organizations. ImagineCRM was founded in 2015 to help organizations align their mission, objectives, and team with cutting-edge technology. ImagineCRM feels great technology should not be walled off from mission-focused organizations and aims to streamline mission delivery and fundraising through solutions tailored to meet the unique challenges of the social sector.

ImagineCRM values diversity of background and experience, the desire to learn, and an eagerness to work as part of a team to serve its clients and their constituents in fulfilling their mission.

About the Position:

The candidate will be responsible for leading projects through the requirements definition and solution design phases. The candidate will be responsible for the overall solution design to meet the business requirements and fulfill user stories, and for leading a team of resources through the build, test, and deployment phases. The candidate must demonstrate progressive leadership in the full life cycle of the software development environment. Through user story definition, logical data model design, functional system design, and best-practice methodologies, you will be responsible for the detailed design of enterprise-level Salesforce and related technology projects from inception through production support. You will be responsible for providing industry best practices as a trusted advisor to key business and technology stakeholders and identifying areas of product growth.

Required Skills:
Experience in enterprise-level Salesforce projects using both waterfall and agile software development methodologies throughout the whole life cycle with repeated and demonstrable success.

Expert level understanding of the Salesforce product suite, including Sales, Service, Community, and Marketing Clouds, Non Profit Success Package as well as the Force.com Platform.

Extensive experience with Salesforce configuration, including automation workflows, validation rules, and security controls.

Experience defining business requirements, writing user stories, and providing detailed Salesforce system and functional designs.

Experience in documenting current state business processes and wireframing system designs using process flow diagram tools, UML, sequence diagrams, etc. as well as making recommendations for future state improved processes and system designs.

Expert level experience defining the system architecture landscape, identifying gaps between current and desired end-states, and delivering a comprehensive solution that will enable achievement of the desired business outcomes.

Experience in designing and developing software components and having a strong background in database design and system architecture.

Experience integrating Salesforce with different business systems, as well as working with integration tools (marketing automation, external reporting tools, third party tools from app exchange, etc.).

Understanding of programming logic and constructs, specifically in Salesforce, Force.com, Apex Code, Visualforce, Lightning, SOQL, triggers and their use in software development.

Experience with single-org deployments and multi-org consolidations.

Expert level understanding of environment management, release management, code versioning best practices, and deployment methodologies.

**Desired Skills:**

Must be authorized to work for any U.S. employer.

Proven experience in overseeing the direction, development, and implementation of CRM software solutions.

Salesforce Admin or Developer Certification (desired but not required).

Project management skills and experience in managing teams.

Knowledge of Business Process Management (BPM) techniques and tools.

Direct, hands-on experience with automated software development tools.
Strong knowledge of data management, including data capture, warehousing, segmentation, storing, cleansing, and security.

Strong knowledge of CRM software quality assurance best practices and methodologies.

Must have excellent oral and written communication, presenting, meeting facilitation, negotiation, decision making, and problem-solving skills.

Must be a team player as demonstrated through a customer qualification of a large.

Years of Experience: 5 - 7 in Salesforce Ecosystem & Nonprofit.

Certifications: Salesforce Certified Administrator

Minimum Education Required: Minimum Bachelor’s degree, Graduate degree preferred.

Job Type: Full-time