



CRM CONSULTING AND DEVELOPMENT SERVICES

Full-Time Salesforce Consultant at CRMD

Company Description: CRMD Solutions is a Boston-based Salesforce consulting company with over 20 years of combined Salesforce experience. Our expert consultant team helps businesses optimize their use of technology to drive faster sales and higher customer retention rates. We are a team of self-starters and independent thinkers with a passion for elegant solution design.

Job Description

The Salesforce Consultant is tasked with understanding the client's business requirements inside and out. They translate broad questions into strategic and tactical plans, the execution of which they oversee from end-to-end. They are responsible for setting their own work schedule and maintaining open lines of communication with the client throughout the work week. Depending on the nature of the project, they may end up working closely with the CRMD developer team, but they must also be comfortable jumping into Salesforce to do basic point-and-click configuration as well as testing and training.

This is a full-time position for 30 hours each week. Hours spent each week will vary depending on the stage of the project. While the majority of the work can be handled remotely, the Consultant is expected to be available for quarterly in-person company meetings and client onsites.

Required Technical and Professional Expertise

- 1-3 years of Salesforce implementation experience preferred
- Software system implementation with customer support experience
- Salesforce.com or other CRM technology certifications
- Working knowledge & application of agile and iterative development methodologies
- Strong analytical and problem-solving skills
- Experience working with external clients
- Ability to obtain, understand and respond strategically to client needs
- Highly detail-oriented, organized, and able to coordinate multiple projects simultaneously

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Preferred Technical and Professional Experience

- Salesforce Certified Service or Sales Cloud Consultant
- Salesforce Certified Administrator and/or Developer

Benefits

Flexible work hours with option to work remote majority of the time. Double rates over weekends and after business hours.

Work Authorization

United States (Required)

Background Check

CRMD requires employees to pass employment verification and criminal background checks.

To apply for this position, please email your CV and cover letter to jobs@crmd.io with the subject line "Salesforce FT Consultant Role".

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Equal Opportunity Statement

CRMD Solutions is proud to be an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, age, or veteran status. CRMD is also committed to compliance with all fair employment practices regarding citizenship and immigration status.

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