Sean Delaney

 LinkedIn | ☎ 813-842-9592 | ✉ sdelaney0320@gmail.com | ⛰ Trailhead

Skills

- Flow | CPQ | Advanced Approvals | APEX | Sales Cloud | FinancialForce Accounting | FinancialForce PSA | Conga Composer | Conga Sign | Conga Contracts | Tableau CRM | Metazoa | Pardot | Hivelocity Sales | ZoomInfo | RingLead | SpringCM | Technical Documentation

Experience

Salesforce Manager — A-LIGN — *Tampa, FL, USA* **01/2023 - Current**

- Manage Salesforce team for all net new implementations/integrations into the business. Includes Salesforce CPQ, Conga (all products), Advanced Approvals, Communities, ZoomInfo, Ringlead, A-SCEND (internal application), TaskRay, Tableau and more.
- Solutions Architect for data flow within Salesforce. Designed financial reporting schema combined with FinancialForce Professional Services Automation (PSA) for real-time financial reporting. This has reduced manual uplift by 10 hours per week for our financial team.
- Led the design and development of multiple major business process improvements utilizing flow and native Salesforce solutions.
- ***Report directly to CTO/Director:*** Provide technical/feasibility analysis routinely for new Salesforce system implementations/upgrades.

Salesforce Technical Design Lead — *Tampa, FL, USA* **01/2021 - 12/2022**

- Primary Salesforce Administrator for 2,000 object org. Maintained objects, metadata, reports, dashboards, flows and legacy apex for over 650 internal users and 200 portal users. Debugged, maintained and solved user system issues via internal Zendesk support portal.
- Implemented org-wide CPQ product bundle structure for a collection of over 190 products in the system. Configured Advanced Approval rules with 7 different active price books. Maintained and supported all bundle/price books alterations on a monthly cadence.
- Reduced technical debt by utilizing metadata analysis tools (Metazoa) to keep org clean and sweep unused Salesforce metadata.
- Designed and deployed whitespace Tableau CRM component to provide sales real-time analysis of upsell/cross sell opportunities.
- Updated legacy apex/test classes to maintain system compliance and avoid change set deployment code coverage limitations.
- Implemented Conga Composer for Sales Invoices and Master Services Agreements (MSA) to streamline accounting and legal processes.

Senior Salesforce Administrator — *Tampa, FL, USA* **01/2019 - 12/2020**

- Implemented SpringCM for automated SoW document generation in conjunction with the Contract object. Mapped Opportunity Product data inside SpringCM to dynamically generate specific clause-based legal language in order to expedite the contract signing process.
- Created technical documentation on system processes and org-wide metadata for end users to reference for internal use/clarity.
- Routinely trained internal users on Salesforce best practices and org structure to improve data quality within the system.
- Completely automated the marketing departments user-experience by implementing Pardot and mapping completion actions into SF.

IT System Administrator — *Tampa, FL, USA* **04/2017 - 12/2018**

- Responsible for managing Azure Active Directory (AAD), along with all corporate devices, physical equipment and local area network.
- Monitored local area network (LAN) and provided daily reports of LAN activity via O365 security center for potential vulnerabilities.
- Integrated multiple third-party systems with oauth/sso. Governed company-wide credential authentication for corporate compliance.
- Managed mobile device management (MDM), and pushed policy to all company-wide devices to maintain standards and compliance.

Education

Bachelor of Science — University of South Florida — *Tampa, FL, USA* **06/2012 - 12/2016**

- Major in Information Systems Management (MIS)

Recent Projects

- **A-SCEND:** Integrated custom internal audit application (A-SCEND) with Salesforce, leveraging 3rd party api tools (Workato). **(03/2023)**
- **CPQ:** Redesigned CPQ Product bundle structure to enhance data integrity, validation, and quality within Salesforce. **(02/2023)**
- **Communities:** Implemented Salesforce Communities to enable external clients to access account-specific information. **(01/2023)**
- **RingLead:** Mapped Ringlead database to enrich company account data, resulting in improved business analytics. **(08/2022)**

Certifications

- **Salesforce Advanced Administrator (SCAA):** *Credential Id: 21649960* **(12/2020)**
- **Salesforce Administrator (SCA):** *Credential Id: 20650856* **(11/2019)**

Others

- **Be-All-In Award**: Received company-wide award for exemplifying the 'be all in' mentality, recognizing exceptional dedication and willingness to go above and beyond in the respective role. This award is granted annually to a single employee. **(06/2019)**