Dan Bishop

406-493-8332 | dan.alden.bishop@gmail.com
https://dbishop4.github.io | https://www.linkedin.com/in/dbishop406/

Profile Summary

Results-driven Salesforce Administrator and Data Analyst with 3+ years of experience optimizing CRM environments, automating workflows, and delivering data-driven insights. Skilled in Salesforce administration, CPQ, API integrations, data migration, and automation to drive business efficiency. Adept at onboarding & offboarding users, troubleshooting technical issues, and ensuring data integrity. Passionate about understanding the 'why' behind data and automation, allowing for strategic decision-making and scalable solutions, pursuing Salesforce Data Cloud certification, with plans for Salesforce Certified Platform Developer I next.

Work Experience

Freelance Salesforce Consultant | Data & Automation Specialist

Independent Consultant (May 2022 - Dec 2022)

- Configured and customized Salesforce Flows, Process Builder, and validation rules for various clients.
- Assisted businesses in data migration, handling over 4 million related records and metadata.
- Migrated data from legacy CRMs to Salesforce using Data Loader and ETL tools.
- Provided technical support for system integrations and API troubleshooting.

Salesforce Consultant

Neocol (Jan 2022 - Apr 2022) | Emelar Consulting Group (Sep 2021 - Dec 2021)

- Implemented and optimized Salesforce CPQ processes for improved quoting workflows.
- Designed custom automation to streamline sales and finance operations.
- Assisted in API integrations for financial and quoting systems.
- Provided post-go-live support, troubleshooting issues, and refining workflows.

Training Coordinator

Doyles/Sheehan (Apr 2019 - Jul 2021)

- Designed and executed Salesforce onboarding training for employees, ensuring CRM adoption.
- Developed and maintained SQL reports & data integrity processes, reducing manual reporting time by 15 hours weekly.
- Led the standardization of the AS400 DB2 database to improve reporting accuracy across departments.

- Created technical documentation and training materials for Salesforce workflows and business processes.

<u>Consultant</u>

Advanced Technology Group (ATG) (Jan 2018 - Apr 2019)

- Worked on the Salesforce Data Migration Team, deploying metadata and record data in agile environments.
- Implemented Salesforce CPQ solutions, optimizing quote structuring and improving sales workflows.
- Developed Flow automation to streamline approval processes and reduce manual data entry.
- Assisted in API integrations with third-party applications, improving data accuracy and system performance.
- Provided technical troubleshooting support for Salesforce configurations, reducing errors in deployments.

Skills & Expertise

- **Salesforce Administration:** User management, security, automation (Flows, Process Builder), change management.
- **CPQ & Quote Structuring:** Implemented Salesforce CPQ process improvements for stakeholders.
- **Data Migration & Integration (ETL):** Salesforce Data Cloud, APIs, Data Loader, SQL-based transformations.
- **AI & Automation:** Predictive analytics, AI-powered automation, intelligent customer segmentation.
- **Data Analytics & Reporting:** Tableau, BigQuery, SQL queries, business intelligence reporting.
- **Onboarding & Training:** Salesforce user training, technical documentation, and stakeholder collaboration.
- **Troubleshooting & Support:** Debugging Salesforce integrations, Apex triggers familiarity and workflow optimization.

Certifications

- Salesforce Administrator Certification (2021)
- Salesforce AI Associate Certification (2025)
- Salesforce AI Specialist Certification (2025)
- Google Data Analytics Professional Certification (2024)
- Web Development Certification (JavaScript, HTML, CSS, Mimo 2021)