

JEAN-LUC KABORE-TURQUIN

SALESFORCE ADMINISTRATOR 1/2

SALESFORCE SKILLS

Business Analysis
Executing tasks

PERSONAL SKILLS

Creative spirit
Reliable
Organized
Team player
Fast learner

CONTACT

+49 (0) 1 590 13 20 217
turquinjl@gmail.com

REFERENCES

RAY ALWANY
Co-founder at Klik2clean

MARION ESCUDE
JCustomer Success Manager at
Freshworks
+33 (0) 6 7822 87 07

LANGUAGES

French (native)
English (V.G)
German (G)
Spanish; Japanese; Turkish (basic)

PROFILE

Working on customizing and maintaining Salesforce consoles sums up the skills and strengths that Jean-Luc has refined over the years. He improved his communication and persuasive skills as a Sales, learned marketing, business development, and miscellaneous organizational structures while achieving his Bachelor's Degree in Business Administration, and ran throughout all aspects and specifications of the Salesforce Platform at FRG as a Salesforce Consultant and Specialists Recruiter.

Eager to work for others, he understands the importance of being reliable and achieving company goals as success, -according to himself-, is a common goal that needs personal involvement.

Better than few words, this CV details some proven successful tracks that make Jean-Luc, the valuable asset your company requires.

RELEVANT EXPERIENCE

BUSINESS DEVELOPER / SALESFORCE ADMINISTRATOR

FRANKSMILE GmbH/ ROCKET INTERNET | May 2019 - Aug 2019

- Managing user profiles and permissions
- Customizing Sales Cloud licensed console
- Implementing modifications at a very fast pace
- Web integration with Zapier - Zendesk, Shopify
- Retrieving metadata using ANT Migration Tools (not coding API SOAP calls directly)
- Used Flow to translate pre-defined business process automation
- Setting behavioral emails with Process Builder

SALESFORCE SPECIALISTS RECRUITMENT CONSULTANT (360°)

Mason Frank International | April 2018 - April 2019

- Sourcing both clients & candidates and fostering long-term relationships
- Evaluating Resumes based on projects types and gathered experience
- Conducting pre-interview screening
- Cautiously sharing in-house defined intel between parties in order to optimizing chances of concluding deals
- Continuous learning with weekly classes and Trailhead hands-on

SALES MANAGER

Move24 GmbH | Jan 2016 - Nov 2016

As the only member of my sales team with a previous experience managing a CRM, I volunteered to help building an efficient tool that would help organizing customers data and to drastically increase follow-ups conversion rate.

We learned a lot by doing and also from our mistakes.

- Registered users and managed permission sets among the team
- Helped defining the Sales funnel, drawing then implementing a Sales Process.
- Imported contacts and leads from CSV files with Data Import Wizard.
- Prepared presentations to introduce SFDC to new users in the French team

JEAN-LUC KABORE-TURQUIN

SALESFORCE ADMINISTRATOR 2/2

SALESFORCE SKILLS

Business Analysis
Executing tasks

PERSONAL SKILLS

Creative spirit
Reliable
Organized
Team player
Fast learner

CONTACT

+49 (0) 1 590 13 20 217
turquinjl@gmail.com

REFERENCES

RAY ALWANY
Co-founder at Klik2clean

MARION ESCUDE
JCustomer Success Manager at
Freshworks
+33 (0) 6 7822 87 07

LANGUAGES

French (native)
English (V.G)
German (G)
Spanish; Japanese; Turkish (basic)

CREDENTIALS

CERTIFICATIONS

- None

SUPERBADGES

- Business Administration Specialist
- Security Specialist
- Lightning Experience Reports & Dashboards Specialist
- Service Cloud Specialist
- Selling with Sales Cloud Specialist
- Process Automation Specialist
- Lightning Experience Specialist

SALESFORCE TRAILHEAD

Rank: "Double" Ranger
Relevant trails completed: Admin - Beginner; Admin - Intermediate, Admin - Advanced

EDUCATION

BACHELOR IN BUSINESS ADMINISTRATION

University of Athabasca | 2013 - 2017 (No major)

DIPLOME D'ETUDE COLLEGIAL - ARTS, LETTRES ET COMMUNICATION

College du Vieux Montréal | 2007 - 2009