

SALESFORCE WORK EXPERIENCE

Salesforce Admin and Developer - Metropolitan Hardwood Floors

Nov 2019 - Present

Metropolitan Hardwood Floors is a manufacturing and distribution company with over \$200M in annual sales across US & Canada. As Salesforce admin, I collaborated with the founders and directors to implement the following:

- **Budget Tracking** - Developed a schedulable Apex class operating to track sales and split sales for all reps to track progress toward quota and budget. Included setting up enterprise territory management and role hierarchies.
- **User Interface Redesign** - Optimized and cleaned up data model to redesign lightning app pages with relevant metrics based on record type. Deployed lightning web components to visually expose data from ERP comparing sales on accounts in previous years with current sales.
- **Sales Pipeline Component** - Built an aura component to display the forecasted sales data, including splits, for the viewing rep. Data aggregated via an Apex class and displayed via chart.js library. Components could be drilled down to display the dynamic data in reports.
- **External Integration** - Deployed a Node.js app on a Linux server extracting the latest XML file on leads from an external database (Material Bank). The server is called via a http Apex class and the leads are distributed using Salesforce lead assignment functionality. Triggers used to create tasks for reps to follow up with the lead.
- **Display Rack App** - Developed custom mobile app to allow reps to choose and monitor display racks at different dealers showrooms. Built with Aura Components and custom objects.

Salesforce Contractor - Abel Consulting

Sep 2019 - Present

Consulted with small to medium sized businesses to provide ad-hoc support for optimizing current implementations and introduce additional functionality. Developed visualforce pages, apex classes, flows, workflows and triggers with the consideration of Salesforce best practices.

Key Project: Converting the Make-A-Wish foundation org from classic to lightning and moving them to a household account model.

Previous Work Experience

Prior to 2019, I spent 10 years building electrical systems on large scale oil, gas and mining projects throughout Australia and 5 years in ski resort operations supervising teams of snowmakers.

OTHER PROJECT EXPERIENCE

The Passive Trust - [Website](#) | [Github](#) - (HTML/CSS/React)

React based static website built to showcase a blockchain infrastructure company that is a passion project of mine. The company provides services to blockchain networks running proof of stake consensus mechanisms.

Reusable and configurable node service - [Github](#) - (AWS, Terraform, Linux, Bash)

Automated Terraform package to deploy secure monitored block producers on the NEAR protocol (Web3) using AWS cloud infrastructure.

EDUCATION

- **Oct 2018 - Oct 2019**
Diploma in Software Development
Institute of Technology and Development Canada
Vancouver, BC
- **Jan 2013 - Oct 2013**
Diploma in Electrical Engineering
Project Management Vision
Perth, WA, Australia

SKILLS

- Salesforce Admin Certification
- Apex/Lightning/Aura Components/Visualforce
- HTML/CSS/React
- JavaScript/NodeJS
- Amazon Web Services/Heroku
- Terraform