

BRENT MAC

SR. SALESFORCE CONSULTANT

ADVANCED TECHNOLOGY GROUP



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Denver, CO

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TECHNICAL SKILLS

MS Office Professional Suite,
Lucid chart, Salesforce, Tableau, Oracle
BI, Siebel CRM, HTML/CSS, SQL, Model-
View-Controller frameworks

SALESFORCE CERTIFICATIONS

Application Architect
Community Cloud Consultant
CPQ Specialist
Data Architecture & Management Designer
Einstein Analytics & Discovery Consultant
Field Service Lightning
Platform App Builder
Platform Developer I
Salesforce Administrator
Salesforce Advanced Administrator
Sales Cloud Consultant
Service Cloud Consultant
Sharing & Visibility Designer

INDUSTRY EXPERIENCE

Railroad/Transportation: IT Analyst
Hospitality: Restaurant Supervisor
Non-Profit: Big Brothers Big Sisters Mentor
Non-Profit: MENTOR Colorado

ACADEMIC QUALIFICATIONS

University of Nebraska (Omaha)

Dual Degree Program • 3.9/4.0 GPA

BS Management Information Systems

BS Business Administration (Marketing)

ABET Accreditation (IS&T)

Systems Development Certificate

AACSB Accreditation (CBA)

Top 10 Percentile in CBA Major Field Test

Certified Salesforce Application Architect specializing in Lead-to-Cash implementations. Sr. Salesforce Consultant at Advanced Technology Group (ATG) with an additional three years prior experience in the Railroad/Transportation industry as a Revenue and Information Management Analyst. My current role focuses on streamlining client business process through custom SaaS solutions with Salesforce implementations. These implementations leverage the use of Salesforce declarative functionality and a combination of Agile and waterfall methodologies, taking on roles involving Salesforce configuration, data migrations, and managed services.

KEY EXPERIENCES

Salesforce Experience

- o Completed Bluewolf Agile Business Executive Foundations Program specializing in Consultative, Project Management, and Salesforce Configuration skills
- o 600 Trailhead Badges completed, including 13 Superbadges
- o 12 Salesforce Certifications; Salesforce Application Architect
- o Platform Interest: Revenue Cloud, Tableau CRM
- o Relevant Project Experience:
 - 8 Salesforce implementations; 4 Proof of Concepts (Sales)
 - Client Business Process Reviews for Requirements and KPIs
 - Developing Functional & Technical designs for client orgs

Professional Experiences

- o **Advanced Technology Group (Remote) – May 2021 -**
Role: Sr. Salesforce CPQ Consultant, BA Program Lead
Duties: Salesforce CPQ Design/Implementations
- o **Neuraflash (Remote) Sep. 2019 – May 2021**
Roles: Jr./Sr. Salesforce CPQ Consultant, BA Program Lead
Duties: Salesforce CPQ Design/Implementations
- o **Bluewolf, an IBM Company (Denver, CO): Jan. 2018 – Sep. 2019**
Roles: Business Analyst, Package Consultant
Achievements: Q2 2019 Managers Choice Award
- o **Union Pacific Railroad (Omaha, NE): Jan. 2015 – Dec. 2017**
Roles: Revenue & Information Management: PT Intern, IT Analyst
Achievements: 2 'Extra Mile' awards

Previous Leadership Experience

- o Big Brothers Big Sisters: "Big"/Mentor (2015 – Current)
- o UNO Student Government: *Executive Treasurer* (2016/17)
- o Children's Miracle Network (UNO): *VP of Finance* (2017)
- o Pi Kappa Alpha Fraternity – *Chapter Treasurer* (2015/16)