Joshua Rennell

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Awards & Accomplishments

- **Certification: Salesforce Certified Administrator**
- Trailhead Ranger | 125 Badges | 5 Superbadges | Trailblazer Profile: Trailblazer.me/id/JRennell
- Twice recognized for Exceptional and Innovative work at the Quarterly Sales & Marketing Forum
- Selected as an international representative for the 3rd Annual Multi-Cultural Conference in Tokyo, Japan

Salesforce Industry Experience

Salesforce Business Development | Enclara Pharmacia Inc. | Nov. 2020 - Present

- Improved data quality by flagging 6,750 contacts with a history of bouncing emails
- Identified and delegated 5,000 prospective account records to be audited and updated
- Tracked project performance by creating weekly report updates and a real-time dashboard

Salesforce Nonprofit Experience

Salesforce Administrator | GiGi's Playhouse: Down Syndrome Achievement Centers | Nov. 2020 - Present

- Generated SOQL queries with Developer Workbench to identify records owned by inactive users
- Bulk updated 250,000 contact and opportunity records via Data Loader to free up two inactive user licenses

Salesforce Administrator | Joy Southfield Community Development Corporation | Sep. 2020 - Present

- Implemented Nonprofit Success Pack, Volunteers for Salesforce, and Program Management Module
- Imported 1000's of existing contact records from Constant Contact using Data Import Wizard
- Volunteered these services to save the nonprofit organization an estimated $10,000 in consulting fees

Salesforce Administrator | Village Community Resource Center | Sep. 2020 - Present

- Assisted in migrating 15 end users from Salesforce Classic to Lightning Experience
- Integrated Brickwork Payment Processing to eliminate manual tracking and updating of online donations
- Volunteered these services to save the nonprofit organization an estimated $20,000 in consulting fees

Computer & Technical Skills

- Sales Cloud
- Service Cloud
- Python
- Excel / VBA
- Tableau
- Microsoft Power BI
- SQL
- Jira / ClickUp

Technical Sales Experience

Process Design / Technical Sales / Product Management | Aqua-Aerobic Systems Inc. | May 2018 – Feb. 2020

- Discovered widespread error which underestimated equipment costs by $1.5 million
- Trained new engineers on system design and optimization, reducing onboarding time by 50%
- Decreased AquaStorm® pilot report lead time 80% by automating report graphs and statistical analysis
- Automated AquaPASS® phase separator basin sizing and geometry in VBA, reducing design time by 92%

Education

Michigan Technological University   Houghton, MI
BS Chemical Engineering: Summa Cum Laude   **May 2018**