



CONTACT ME



Jackson, MI



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STRENGTHS

→ Salesforce Flow Expert

- ◆ Record Triggered
- ◆ Screen Flows
- ◆ Invokable
- ◆ Batch / Scheduled

→ CPQ (Configure, Price, Quote)

- ◆ Price Rules
- ◆ Product Rules
- ◆ Discount Schedules
- ◆ Product Configuration

Josh Rennell

SALESFORCE CONSULTANT

EXPERIENCE

Coastal Cloud | Consultant, CPQ Solutions

September 2021 - Present

- ▶ Deployed CPQ configuration data and metadata via Gearset
- ▶ Configured discount schedules to automate volume based discounting
- ▶ Automated QLE calculations and lookup queries with price rules
- ▶ Validated bundle configurations with product rules
- ▶ Responded to incoming support tickets and feature requests
 - Linear, Jira, Custom Salesforce Ticket App
- ▶ Managed client communications via various channels
 - Slack, Email, GChat, MS Teams, Chatter

Coastal Cloud | Business Analyst

April 2021 - September 2021

- ▶ Migrated CPQ data (Quotes, Quote Lines, Contracts, & Subscriptions) for an MDQ application
- ▶ Designed & debugged TIBCO Cloud™ Integration flows to manage bulk data migration
- ▶ Merged legacy data from multiple sources (Dynamics 365 & Salesforce) to a new Salesforce org
- ▶ Created Enterprise Architecture Diagrams to gain insights into the client's current & future tech stack

Enclara Pharmacia | Salesforce Business Development

November 2020 - January 2021

- ▶ 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

Aqua-Aerobic Systems | Technical Sales Engineer

May 2018 - February 2020

- ▶ Discovered product bundle misconfiguration which underestimated equipment costs by \$1.5 million over a 12 month period
- ▶ Trained new engineers on system design and optimization reducing onboarding time by 50%
- ▶ Decreased pilot report lead time 80% by automating report graphs and data analysis
- ▶ Automated AquaPASS® phase separator basin geometry in VBA reducing design time by 92%
- ▶ Applied mass balance to AquaNereda® model reducing footprint and pump requirements 10%
- ▶ Designed AquaSBR® model in VBA to calculate system size and equipment requirements

EDUCATION

Michigan Technological University

BS Chemical Engineering [Summa Cum Laude]