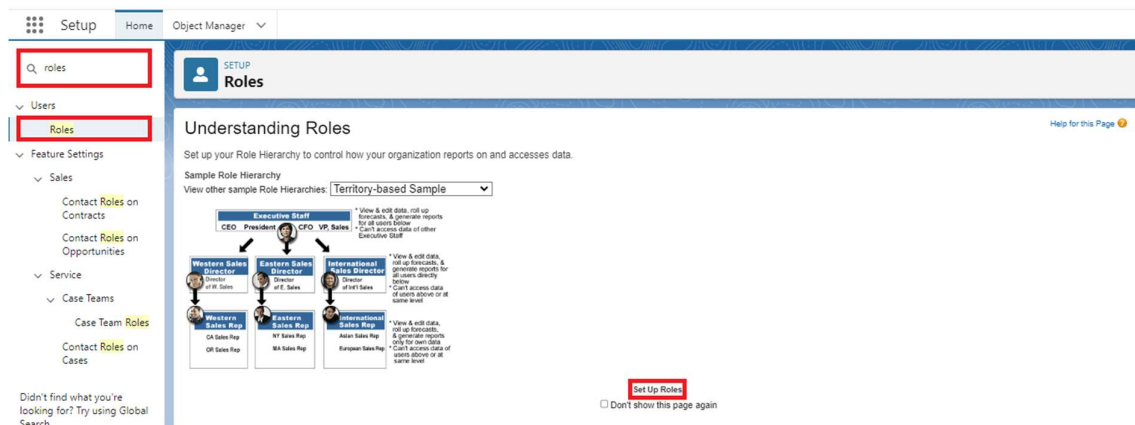# Role & Role Hierarchy

A role in Salesforce defines a user's visibility access at the record level. Roles may be used to specify the types of access that people in your Salesforce organization can have to data. Simply put, it describes what a user could see within the Salesforce organization.

Creating Manager Role

Creating Manager Role:
1. Go to quick find >> Search for Roles >> click on set up roles.

2. Click on Expand All and click on add role under whom this role works.

3. Give Label as "Manager" and Role name gets auto populated. Then click on Save.

Role Edit

Label   Manger ⬅

Role Name   Manger ⓘ

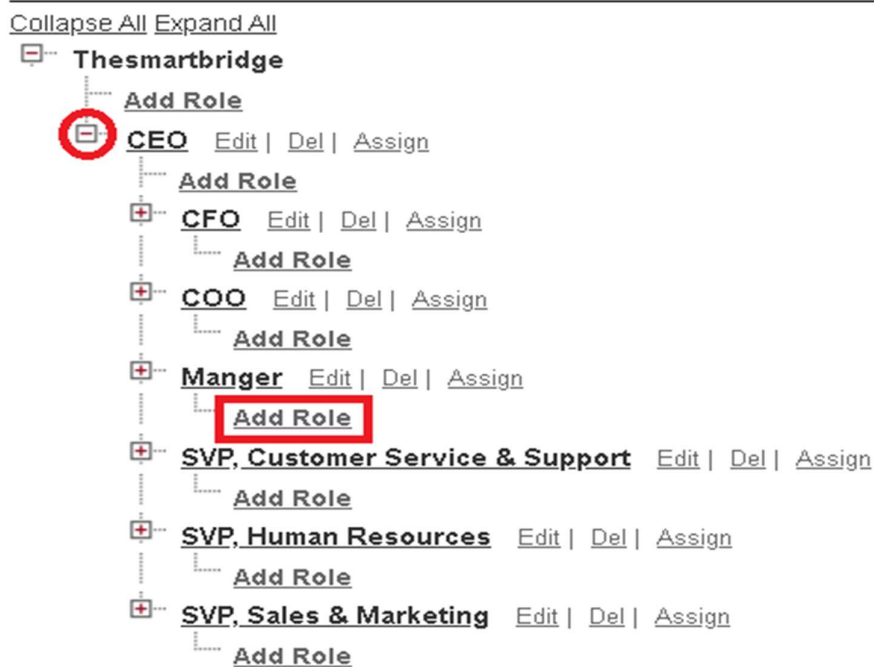This role reports to   CEO 🔍

Role Name as displayed on reports   _____

➡ Save   Save & New   Cancel

Creating another roles

Creating another two roles under manager
 1. Go to quick find >> Search for Roles >> click on set up roles.
 2. Click plus on CEO role, and click add role under manager.

Collapse All Expand All

⊟ **Thesmartbridge**

    Add Role

⊟ **CEO** Edit | Del | Assign

    Add Role

    ⊞ **CFO** Edit | Del | Assign

      Add Role

    ⊞ **COO** Edit | Del | Assign

      Add Role

    ⊞ **Manger** Edit | Del | Assign

      Add Role

    ⊞ **SVP, Customer Service & Support** Edit | Del | Assign

      Add Role

    ⊞ **SVP, Human Resources** Edit | Del | Assign

      Add Role

    ⊞ **SVP, Sales & Marketing** Edit | Del | Assign

      Add Role

3.   Give Label as "sales person" and Role name gets auto populated.
Then click on Save.