

# TIAGO FREITAS

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**Senior Salesforce Consultant | Developer | Architect**

Belo Horizonte, MG, Brazil

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[LinkedIn Profile](#)

**Fluent English | Native Portuguese**

## PROFESSIONAL SUMMARY

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Accomplished **Salesforce Expert** with **14 years of specialized experience** in the Salesforce ecosystem and **22 years of total programming experience**. Proven track record in designing and implementing complex solutions as a Developer, Consultant, and Administrator. Certified professional with deep expertise in Apex, Lightning components, and system integrations for large-scale multinational companies.

## CERTIFICATIONS

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- **Salesforce Certified Platform Developer I**
- **Salesforce Certified Agentforce Specialist**
- **Salesforce Certified Service Cloud Consultant**
- **Salesforce Certified Administrator**

## CORE COMPETENCIES

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- **Salesforce:** Apex, Lightning Web Components (LWC), Agentforce, Prompt Template, Flow, Visualforce, Service Cloud, Sales Cloud.
- **Development:** C#, JavaScript, SQL, Java, Python, Claude Code, Antigravity, Zed, Ruby on Rails, PHP, HTML, CSS, Bash, PowerShell.
- **Methodologies:** Scrum, Agile, System Architecture, REST/SOAP APIs, MCP, SDD.
- **Soft Skills:** Strategic Consulting, Problem Solving, Cross-functional Leadership.

## TECHNICAL PROJECTS

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- **Agentic OS (Open Source):** Developed a Python-based framework to enforce Spec Driven Development (SDD) for AI agents, ensuring engineering discipline in non-deterministic workflows.

Repository: [github.com/tiagofoil/agentic-os-tool](https://github.com/tiagofoil/agentic-os-tool)

## PROFESSIONAL EXPERIENCE

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### Addiante | Salesforce Consultant (Contractor)

*April 2024 – Present*

- Providing high-level Salesforce consulting services, focusing on architectural improvements and system scalability in a remote environment.

### Foil Corps | Senior Salesforce Developer (Freelance)

*August 2023 – Present*

- Leading custom development projects, ensuring best practices in code quality and system performance for diverse client needs.

### Localiza&Co | Senior Salesforce Developer / Consultant

*September 2022 – August 2023*

- Acted as a key technical resource for one of the largest car rental companies in Latin America.
- Developed complex Salesforce solutions and optimized existing workflows to support high-volume business operations.

### Unidas | Salesforce Consultant

*September 2017 – August 2022*

- Delivered long-term consulting and development support, playing a vital role in the company's CRM evolution over 5 years.

### Stefanini | Salesforce Developer

*June 2016 – June 2017*

- Managed Salesforce administration and development for a major multinational client, focusing on global standards and integration.

*(Previous 10+ years of programming experience available upon request)*

## EDUCATION

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## B.S. in Computer Science

Faculdade de Ciências Exatas e Gerenciais de Pedro Leopoldo | 2000 – 2006

## VOLUNTEER WORK

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### Solo Project (Animal Protection) | Volunteer

*December 2000 – Present*

- Long-term commitment to rescuing and caring for stray cats and dogs.

## PUBLICATIONS

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- **A.I. Foil (Technical Blog):** Author of "Authority Engineering" articles focusing on Salesforce Agentforce architecture, token economics (\$2.00 vs custom stacks), and testing frameworks for autonomous agents.

*Read at:* [ai-foil.vercel.app](https://ai-foil.vercel.app)

- **Virtual Auction in Java (Monograph)** – *Published Oct 2004*