Kinetic Salesforce Developer Skills Interview Assignment

Scenario

Currently, our colleagues perform sales audits (i.e., Opportunity closure audits) manually, and they are not being tracked consistently. The team would like to change that and begin tracking audits directly in Salesforce.

The goals are:

- Provide visibility into where audits are within their lifecycle and who is involved with them.
- Support multiple audits running at the same time (pre-sale, during-sale, post-sale).
- Allow more than one contact to be associated with an audit.
- Flag opportunities that are past their expected audit date but still labeled as active, so the team can take timely action.

Your Task

Please document a proposed solution (in PowerPoint, Word, PDF, etc.) that covers the process from design through support.

Guidelines

- Screenshots or builds in Salesforce are not required. However, if you'd like to use an independent dev org to illustrate your design, you're welcome to.
- Your presentation should cover:
  - Proposed Implementation: Walk through your solution and the estimated turnaround time.
  - Tools & Approach: Why did you choose the tools/approach you did? What benefits does it bring to the implementation?
  - Scalability, Testing & Deployment: Be prepared to answer Q&A about how your solution can scale, be tested, and deployed.