

Lead Salesforce Consultant

Singlify®



About Singlify

Singlify is a social enterprise FinTech based in London. Our mission is to provide organisations focused on social impact with great technology at a price they can afford. We do this by providing an end-to-end loan management application for social investors and micro finance institutions built on the Salesforce platform.

Our rapidly growing customer base includes some of the leading Social Investment Finance Intermediaries (SIFIs) in the UK such as Social Investment Business, Resonance and Social and Sustainable Capital as well as Belgium's leading microfinance provider, microStart.

What we are looking for

We are looking for an experienced Salesforce Consultant who:

- is excited to join a fast-growing tech-for-good Salesforce product company
- relishes the opportunity to become a real specialist in microfinance and social investment
- wants to lead implementations, master the critical details and exceed customer expectations.

You will be part of the small but growing Singlify team currently made up of the two experienced founders, Singlify's product development partner and Singlify's implementation partner. You will work closely with Singlify's CEO as well as with all other members of the Singlify team.

What your main responsibilities will be

Your main responsibilities will be to:

1. Plan, manage and deliver customer implementations, including:
 - pre-sales activities such as demonstrating Singlify to potential clients and initial project scoping
 - working with clients to gather requirements and analyse business processes
 - facilitating customer workshops
 - designing and configuring Salesforce and the Singlify application including any third-party integrations (such as FormAssembly, FinDock and DocuSign)
 - migrating data from the client's existing platform
 - managing user acceptance testing
 - providing training to Singlify users.
2. Provide ongoing support to existing Singlify customers to ensure that they are getting the most out of their Salesforce and Singlify implementation.
3. Work with Singlify's product development team to ensure customer feedback and requests are translated into Singlify's product roadmap.

Person and professional specifications

- Salesforce Certified Administrator and either Advanced Administrator, Platform App Builder or Platform Developer Certified.
- In-depth knowledge and experience of Salesforce and of designing and implementing Salesforce CRM systems
- Passion for the Salesforce technology platform
- Strong business analysis skills balanced with equally strong system analysis and design skills
- Substantial project management experience, including working with senior managers
- Experience of business analysis including running workshops for staff at all levels to identify business requirements
- Experience supporting successful sales efforts including demonstration of IT systems
- Excellent written and verbal communication skills, including the ability to articulate IT solutions to groups, present sales demonstrations, facilitate workshops, deliver training etc.
- Pro-active, able to take initiative and self-motivate
- Willingness and ability to work outside normal office hours and travel within the UK as needed
- Delivery of training in IT systems for non-technical staff

Location

We are flexible on work location but expect this normally to be a mix of home and London based with regular travel in the UK and occasional travel abroad.

Salary

Between £50,000 and £60,000 depending on experience plus an opportunity for an equity stake in Singlify.

Application process and timelines

Please submit your CV with a cover letter demonstrating how you meet the criteria for this post as listed in the person specification through our website www.singlify.app/jobs by the deadline of **end of day Monday 16 November**.

Notifying you about your application

Please note we are unable to acknowledge receipt of individual applications or notify applicants individually if you have not been shortlisted. We will notify shortlisted applicants within 5 working days of the closing date. Singlify is unable to give feedback on applications that have not been shortlisted.



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