

Salesforce Administrator US

Description

Senior Salesforce Administrator Who We Are Cobalt was founded on the belief that pentesting can be better. Our pentests start in as little as 24 hours and integrate with modern development cycles thanks to the powerful combination of a SaaS platform coupled with an exclusive community of testers known as the Cobalt Core. Accepting just 5% of applicants, the Core boasts over 400 closely vetted and highly skilled testers who jointly conduct thousands of tests each year. Our award-winning, fully remote team is committed to helping agile businesses remediate risk quickly and innovate securely. Today, over 1,000 customers use Cobalt to run pentests on demand via Pentest as a Service, AKA PtaaS, a space which Cobalt pioneered (you could even say we wrote the book on it) and continues to lead.

Description We are seeking a skilled Salesforce Administrator to oversee the comprehensive administration of Salesforce and related GTM systems. The ideal candidate will be responsible for architecting solutions that adapt to evolving business requirements while adhering to Salesforce best practices. This candidate will increase go-to-market effectiveness by streamlining processes and supporting data integrity. This is a remote position for US based employees.

What You'll Do

- Translate complex business needs into sound technical solutions that leverage salesforce best practices.
- Implement Salesforce enhancements, including the creation and optimization of flows, validation rules, approval processes, products/pricing and other automation features.
- Manage and maintain other elements of the core technology stack, which includes LeanData, Apollo, and SalesLoft.
- Establish and maintain the integration and data exchange between Salesforce.com and various systems.
- Maintain data hygiene of the salesforce database while supporting data imports and field updates
- Develop comprehensive documentation for new tools, workflows, and procedures.
- Troubleshoot and streamline workflow and technical issues for end users
- Provide support and guidance to operational teams and end-users, addressing support requests promptly.
- Execute on strategic Revenue Operations projects and new initiatives
- Administer user accounts for Salesforce and other related systems, ensuring proper access and security.
- Partner with Marketing Operations to ensure the smooth operation of the GTM technology stack.

You Have Salesforce admin certification (201)

Proven experience in Salesforce administration and system enhancements.

Strong understanding of Salesforce best practices and functionality.

3+ years working with multiple GTM tools and understanding how to manage them

Strong understanding of sales process flow and best practices

A bias for action. You are experienced thriving and adapting in an environment that changes fast.

Excellent problem-solving skills and the ability to document processes clearly.

Bachelor's degree in business, information technology, or related field

Bonus If You Have Experience working with SalesLoft, LeanData, Apollo, and other GTM tools

Diversity at Cobalt With over 45 nationalities already at Cobalt (and counting) we respect and celebrate diversity! We're proudly committed to equal employment opportunities regardless of your gender, religion, age, sexual orientation, ethnicity, disability, or place of origin. We support each other and are grateful for each Cobalter's contribution to our mission - let's make security dance! Please apply even if you don't think you meet all of the criteria above but are still interested in the job.

Nobody checks every box, and we're looking for someone excited to join the team.

Why You Should Join Us Grow in a passionate, rapidly expanding industry operating at the forefront of the Pentesting industry

Work directly with experienced senior leaders with ongoing mentorship opportunities

Earn competitive compensation and an attractive equity plan

Save for the future with a 401(k) program (US) or pension (EU)

Benefit from medical, dental, vision and life insurance (US) or statutory healthcare (EU)

Leverage stipends for: Wellness Work-

Hiring organization

Cobalt

Job Location

Texas City, Texas, United States

Base Salary

\$ 60000 - \$ 110000

Date posted

May 27, 2024

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Contacts

Job listing via RemoteOK.com