

# Olivier SPEHNER



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## Salesforce Architect

Salesforce have been always part of my work experiences. Thanks to Salesforce I worked as a developer, a business analyst, discover what is running his own company until the exit. Since beginning of 2019, I worked as a Salesforce Architect delivering some some workshops, developing APEX, teaching best practices to younger consultants, and supporting sales to win new projects. I am more specialized on Sales, Service, Marketing Cloud and custom development on Platform.

### WORK EXPERIENCE

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#### **Salesforce Practice Advisor and Architect, Key Performance Consulting, Freelance**

**01/2019 – current**

Paris, France

##### **Missions**

- Participating in pre-sales engagements with clients to ascertain business requirements and recommend best practice solutions based on client needs
- Review Business Process, design Salesforce Integration Architecture and data model, Salesforce Lead of the team, prepare executive summaries and project plans
- Owning the overall design of the technical application by mapping business requirements to system/technical requirements
- Analyze/identify areas of risk and develops plans to minimize
- Working collaboratively with the Talend expert and development team in writing articulate technical specs
- Engage in practice development initiatives and frequently runs knowledge sharing
- Design solutions in Salesforce from client concepts and requirements
- Engage with Gearsight to implement a DevOps approach for all Salesforce projects

##### **Other achievements**

- Sales activities: 10 new customers and 750K of revenues until July 2019
- Recruitment of a team of 6 consultants

#### **Salesforce Chief Architect, Delivery Director and Co-founder, Oxala consulting, Salesforce Platinum Partner**

**01/2013 – 11/2018**

Paris, France

##### **Key figures about Oxala consulting**

- 35 people (Paris and Toulouse)
- 3 M annual revenue (50% annual growth)
- + 80 Salesforce certifications
- Acquired by Deloitte Digital in November 2018 [Web link](#)

##### **Key missions at Oxala**

- Providing sales support for acquiring new customers as well as driving scoping activities and SOW development for existing clients
- Drive architecture and design technology solutions for multi-cloud projects ( Sales, Service, CPQ and Marketing Cloud)
- Leading, mentoring and teaching to consultants best practices for implementing Salesforce as well as executing project implementation methodology

- Creating business requirements documentation with process flow diagrams and use case definitions
- Executing solution design activities such as object modeling and data modeling/mapping, page layout design and rule logic definitions
- Managing Salesforce testing and validation efforts to ensure that the Salesforce configuration and development meets the business requirements and solution design
- Lead technical requirements and design gathering sessions and writing technical requirements and design documents
- Design, manage and execute complex SFDC APEX, Visual Force development and testing
- Experience implementing Salesforce.com in a large scale, enterprise environment
- Work with multiple work streams at one time

#### **Others missions at Oxala**

- Business Administration
  - Define and apply company strategy regarding financing, Delivery team and Salesforce innovation.
  - P&L management
- HR
  - Interview candidates and review overall process recruitments steps
  - Design onboarding process and Salesforce consultant training path based on Salesforce methodology V2MOM
- Marketing
  - Schedule and plan yearly partner events (Salesforce, ISV and Freelance network)

#### **Salesforce Technical Lead, Insurance, Euler Hermes**

**04/2011 – 12/2012**

Paris, France

- Manage week workload of a Salesforce consultants' team up to 6 people
- Define with Euler Hermes IT department the Salesforce technical architecture
- Review APEX, Visualforce code and configuration to secure Salesforce best practices application
- Delivered business workshop to present Salesforce mock-up and validate Salesforce solution regarding business rules gathered
- Provide Salesforce mentorship to consultants
- Train Salesforce project team to the Salesforce release process

#### **Salesforce Developer and Business Analyst, Kerensen Consulting, Salesforce partner 10/2008 – 12/2010**

Paris, France

- Review existing and target business processed of 2 brands in order to prepare a Salesforce organization merge
- Salesforce gap analysis of existing APEX, Visualforce and configuration
- Define migration strategy of customer developments, configuration and data to the merged Salesforce
- Salesforce training of 150 users

#### **CRM consultant Oracle Business Suite 8, CSC, Entertainment**

**09/2007 – 09/2008**

Paris, France

### **OTHERS WORK ACHIEVEMENTS**

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#### **Trailblazer Mentor, Social Builder, then Trailblazer Mentorship Program**

**from 01/2017**

- help empower mentees to connect to opportunities to land in the Salesforce ecosystem.

**Visiting Lecturer, Paris Nanterre University**

**02/2019 – 04/2019**

- Course: Information System and project management – 20h – International Master

**Guest speaker at Salesforce France Worldtour**

**2015 - 2017**

- Delivered round table about Retail and e-commerce Salesforce customers

**Guest speaker at Salesforce.com Dreamforce**

**09/2012**

- Presentation of a mobile application using Chatter to improve session participants engagement. « **Socialize your presentation with Chatter and Mobile** »

## Education & Certifications

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### **Salesforce certifications**

- Sales Cloud consultant
- Service Cloud consultant
- Platform App Builder
- Salesforce Administrator
- Marketing Cloud email specialist
- Platform Developer I (15/08)
- Sharing and visibility designer (30/08)

**Master 2 - M128 Business Consulting and Digital Organization, Paris Dauphine University**

**2007- 2008**

Organizations, business strategy, ERP system, and information system

**Bachelor & Master 1 MIAGE, Université Paris Dauphine**

**2004 - 2007**

- Information system, Java, SQL, project management and data modeling

**Bachelor of Science, Napier Univeristy, Edinburgh**

**2003 - 2004**

- Information System, graphic design and Project Management

**Bachelor of Computer Science, Aix-en-Provence University**

**2001 - 2003**

- Php, Java, ADA, SQL, Unix, Networks

**Bachelor of Sociology, Strasbourg university**

**2010 - 2012**

- Sociology theories and data collection process and statistics with large data set

## Languages

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**English** : Native or bilingual proficiency - TOEIC (850)

**Portuguese** : professional working proficiency

**French** : Native language

**Spanish** : Basic understanding