

RÉSUMÉ

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SALESFORCE CPQ ARCHITECT

Six years designing and optimizing quote-to-cash systems: CPQ, Revenue Cloud, Advanced Approvals, and document generation. Lately I lean on Claude Code and automation to triage faster, retire technical debt, and keep what I build maintainable.

YEARS IN SALESFORCE

6

CERTIFICATIONS

6

FOCUS

CPQ & Revenue Cloud

SELECTED WORK

What I've shipped.

01

DOMO

Advanced Approvals, rebuilt

Refactored approval logic and automation to cut unnecessary approvals, preserve approval history, and expose cycle times and bottlenecks.

02

DOMO

Deal Desk review, automated

Built and tuned CPQ approval workflows that sharply shortened Deal Desk review time and accelerated quote turnaround.

03

DOMO

Claude Code for Salesforce admin

Created AI-assisted workflows, skills, and routines to triage requests, investigate metadata, and draft solutions, tripling bug-fix throughput.

04

DOMO

Legacy technical debt, retired

Used Apex, Flows, and CPQ configuration to resolve long-standing issues, simplify business logic, and improve maintainability.

05

SOLVD

CPQ rescue for EdTech

Led the support project: refactored and stabilized bundle structures, price rules, product rules, and QCP code.

06

SOLVD

200+ price rules → 80

Reworked legacy QCP scripts and consolidated the rule set by more than half with no loss of functionality.

07

SOLVD

Multi-Dimensional Quoting

Deployed MDQ in a complex CPQ org to support ramp deals and improve revenue reporting.

08

SOLVD

Document generation at scale

Built dynamic templates with conditional logic across Conga Composer, S-Docs, OmniStudio, DocuSign, and native CPQ.

09

SOLVD

Catalog and bundle cleanup

Reduced SKU complexity across CPQ and Revenue Cloud, improving catalog maintainability and rep usability.

10

SOLVD

AI test-class generator

Developed a tool that ingests user stories and generates Apex test classes to streamline the testing process.

TOOLKIT

What I work with.

CPQ & REVENUE

- Salesforce CPQ
- Revenue Cloud
- Advanced Approvals
- MDQ
- Price & Product Rules

BUILD

- Apex
- Flows
- QCP (JavaScript)
- SOQL / SQL
- Git

DOCUMENTS & AI

- DocuSign
- Conga
- S-Docs
- OmniStudio
- Claude Code
- Agentforce

CREDENTIALS

Certified & schooled.

SALESFORCE CERTIFICATIONS

- Certified Administrator
- Platform App Builder
- Sales Cloud Consultant
- CPQ Specialist
- Agentforce Specialist
- Billing Specialist Super Set

EDUCATION

- M.S., Information Systems Management**

BRIGHAM YOUNG UNIVERSITY
- B.S., Information Systems**

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