

## Role Description

### Functional Consultant (m/f/d)

**You are an expert in digital transformation and want to combine your passion for customer collaboration with your love for new technologies? You enjoy solving complex challenges, developing innovative solutions, and improving and optimizing our customers' business processes?**

**For you, it's not just about what you do, but also about the surrounding environment? An inspiring, motivating, but also appreciative corporate culture is important to you? You are a team player and value a respectful and supportive team spirit?**

**Then welcome to maguro professional services!**

As a Functional Consultant, you are a versatile expert and important partner for our customers, supporting them in the implementation and customization of Salesforce solutions to optimize and automate their business processes.

#### **You are responsible for:**

- Conducting workshops to understand and solve our customers' goals, vision, and challenges,
- Creating solution architectures and designs to best support requirements, quality standards, and Salesforce best practices,
- Ensuring compliance with our quality standards and Salesforce development lifecycles while considering the agreed budget and timeline,
- Proactively advancing and achieving agreed-upon goals and outcomes,
- Leading and managing interaction and collaboration with our customers, as well as managing customer and stakeholder expectations,
- Supporting our customers and building trust through authenticity, empathy, and expertise,
- Adhering to appropriate development and governance frameworks (quality assurance, release processes, etc.),
- Identifying and highlighting risks, assumptions, and constraints to the relevant stakeholders in time, as well as actively offering solution proposals or mitigations,
- Supporting presales activities and working closely with consulting, and development teams,
- Documenting the Salesforce solution and ensuring that the customer has the necessary capacity and knowledge to effectively use their solution,
- Staying up to date with market trends and continuous development,
- Participating in and actively conducting knowledge sharing, as well as mentoring and coaching our teams,

- Collaborating closely with the management, marketing, and consulting teams for regular alignment regarding corporate goals and continuous development of our portfolio together with our partners.

**You bring the following qualifications:**

- A strong consulting mindset and customer and team orientation combined with high initiative,
- Several years of professional experience (4+ years) in conducting Salesforce projects, understanding customer requirements, and developing customized Salesforce solutions,
- A completed degree in computer science, business informatics, business administration, or a comparable education,
- Comprehensive knowledge of the Salesforce platform, including the configuration of objects, workflows, user interfaces, data modeling, and security,
- A deep understanding of our customers' business processes and the ability to develop solutions that automate or optimize these processes,
- A good understanding of modern work forms and methods such as design thinking, CI/CD, DevOps, and agile development methods (Kanban, Scrum),
- The latest relevant Salesforce certifications for the role, such as Salesforce Certified Administrator, Salesforce Certified Advanced Administrator, Sales Cloud, Service Cloud, Marketing Cloud, Commerce Cloud, Experience Cloud, etc.
- Excellent technical expertise, good analytical and project management skills, as well as extraordinary customer orientation and (very important!) a lot of fun and joy in working with new technologies and developing innovative solutions for our customers,
- And last but not least... strong social skills, empathy, and excellent communication and presentation skills in both German and English.

**Our offer, your advantage:**

In addition to a challenging and responsible role with plenty of room for creativity, we offer an environment where you can develop and grow, while feeling safe and supported. We place particular importance on a culture of appreciation, team spirit, respect, trust, and support.

Our offer also includes:

- ***Mobile working and flexible working hours*** – our employees decide for themselves when and where they work best and can balance their private and professional lives well; whether virtually from home or in person at the office, we provide plenty of space for exchange, collaboration, and creative ideas.
- ***Learning, developing, and growing beyond yourself*** –
  - building new skills through training and further education opportunities, leadership, and mentoring programs,
  - receiving new perspectives through team development, coaching, feedback, and development discussions,

- and trying something new with job rotation and various project and partner formats. For us, (people) development is not just a benefit, it is part of our DNA and indispensable for not only surviving but also growing and unfolding in a constantly changing world. Let's rock the challenges!

- ***Growing together, benefiting together*** – our employees are at the center of our business! Only with satisfied, engaged people who enjoy what they do, will we be successful together! And for this reason, we want to share our success with our employees and offer maguro stock options.
- ***Together for a better world*** – sustainability is a matter of heart for us; whether it's sustainable mobility with a job ticket or business trips by train, regional organic products in the office kitchen, or corporate philanthropy models (pledge1percent.org)... together with our employees, we decide where we can make a real contribution to more sustainability and thus make our world a little bit better.

Do you identify with the tasks, description, and our corporate culture?

Great! Then apply now at [hello@maguro.de](mailto:hello@maguro.de).

We look forward to hearing from you! 😊