

SFDC (SalesForce.com) Architect

About Aviso

Aviso is the AI Compass that guides Sales and Go-to-Market teams to close more deals, accelerate revenue growth, and find their True North. Aviso delivers true revenue intelligence, nudges team-wide actions, and gives precise guidance so sellers and teams don't get lost in the fog of CRM, scattered data lakes, and human biases.

We are a global company with offices in Redwood City, San Francisco, Hyderabad, and Bangalore. Our customers are innovative leaders in their market. We are proud to count Dell, Honeywell, MongoDB, Glassdoor, Splunk, FireEye, and RingCentral as our customers, helping them drive revenue, achieve goals faster, and win in bold new frontiers. Aviso is backed by Storm Ventures, Shasta Ventures, Scale Venture Partners and leading Silicon Valley technology investors.

Job description

Aviso is hiring an SFDC Architect to design and architect data pipelines from customers' CRM instances into the Aviso platform. This is a key role working cross functionally with engineering, professional services and customer success teams to ensure our product is architected for the future in a scalable manner.

We're looking for a data-oriented, passionate technologist who thrives on designing and building systems at scale. This is a unique opportunity to join a company at the cutting edge of predictive AI in a role that involves growing the business with Fortune 500 and high-growth industry leaders, as well as expanding across the globe. Reporting to our Head of Professional Services, this role will be based in our Hyderabad office.

Responsibilities:

- Work with ETL team to ensure we are using right API types so that we don't run into data sync issues
- Define, design and implement best practices for cross-system data integrations
- Managed package development to see if we can move to real time sync from SFDC to Aviso
- Work with Aviso Engineering to ensure the integration between Aviso and SFDC is seamless
- Work with client SFDC administrators and talk in their language to ensure we customise Aviso to meet their needs.

Your Attributes:

- You're passionate about working in a fast paced startup environment with compression of hierarchies and collapsing of boundaries
- You've demonstrated how to design systems and data integrations at scale in high-growth, B2B companies delivering tangible results

- You know how to integrate SFDC data with other cloud applications seamlessly
- You have excellent executive communication skills with ability to summarize, present and prioritize

Professional Requirements:

- 10+ years of prior experience with Salesforce.com (SFDC) in architecture, design and development roles
- Experience in Managed Package Implementations
- Ability to communicate complex technical solutions to non-technical business users from various backgrounds including sales, customer success and marketing
- Must have experience in developing System Architecture Documents
- Strong technical writing skills. The ability to take the lead role in developing comprehensive solution design documents, application architecture, integration architecture, NFR and deployment documentation.
- Salesforce Administrator and/or Developer certification required.
- Experience with both agile and waterfall implementation methodologies
- Ability to set the pace and align HQ and distributed teams
- Grit, Drive, Humility, Hustle

Aviso offers:

- Dynamic, diverse, inclusive startup environment driven by transparency and velocity
- Bright, open, sunny working environment and collaborative office space
- Competitive salaries and a focus on developing world class talent operations
- Comprehensive medical insurance for you and your family
- CEO moonshots projects with cash awards every quarter
- Upskilling and learning support including via paid conferences, online courses and certifications