**Justin Wheatley**

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**Personal Statement**

Working as Lead SFDC Consultant, helping customers define CRM Roadmap by evaluating their technology landscape, business processes and identifying white spaces to align with their long-term goals. Have worked on multiple projects with multiple clients handling End to End delivery of the solutions. Also managed global projects in various roles Solution Architect, Project Manager, Business Analyst.

**Key Salesforce Skills**

* Salesforce Core platform (Sales Cloud / Service Cloud)
* Salesforce CPQ / Billing
* AdobeSign / DocuSign
* Conga
* Xactly
* FinancialForce (FFA / PSA / Revenue Management)
* BigMachines CPQ

**Work Experience**

**Sub-Contractor BRIGHTGEN - ELSEVIER SFM CPQ Project – Oxford (Salesforce CPQ Consultant)**

**(Sep19 – Dec 19)**

Scoping and delivering projects (via Agile methodology)

Implementation / delivery ownership

Product configuration (Bundles, Options Features)

Price rule / Product Rule creation

Document generation (SB Native)

Demos to senior stakeholders

End user training / documentation

**Sub-Contractor APPIRIO – MICRO FOCUS O2Q Project – Newbury (CPQ Technical Lead - Integrations)**

**(Mar 19 – Sep 19)**

Salesforce CPQ Consultant

Stakeholder management

Leading discovery sessions

Documenting Integration points

Preparation of documentation

Demos to stakeholders via ‘Conference Room Pilots’

**ELSEVIER Q2C Project – Oxford (Salesforce CPQ Architect)**

**(Jan 18 – Mar 19)**

Salesforce solutions architect

Scoping and delivering projects (via Agile methodology)

Implementation / delivery ownership

Product configuration (Bundles, Options Features)

Price rule / Product Rule creation

Document generation (SB Native / Conga)

Renewal / Amendment set up

Demos to senior stakeholders

End user training / documentation

**CLOUD-IQ SFDC Integration Project (Salesforce Integration Architect)**

**(Oct 18 to Jan 19)**

Consultation on Salesforce Sales Cloud – Order to Invoice

Requirement Gathering

Liaising with 3rd party supplier (SFDC / FinancialForce)

Key Stake holder workshops and demo’s

Integration consulting

Configuration of Salesforce Sales / Service Cloud

**CODILITY Project (Salesforce Integration Architect)**

**(Sept 18 to Jan 19)**

Consultation on Salesforce Sales Cloud – Order to Invoice

Requirement Gathering

Key Stake holder workshops and demo’s

Story writing

Integration consulting (Salesforce to Xero)

**RVP CRM & Financial Systems, NewVoiceMedia Limited, Basingstoke**

(Jul 2008 to Jan 2018)

Management of 15 staff (5 UK, 8 Poland, 1 US, 1 APAC)

Salesforce solutions architect

Strategic ownership of the Salesforce Quote to Cash applications (formally known as Steelbrick) Phase 1 and Phase 2 implementation

Ownership of all cloud ‘Order to Cash’ applications on the SFDC platform

Strategic ownership of all FinancialForce products

Ownership of global billing platform roadmap

Ownership of financial systems enhancements

Champion of FF/SFDC upgrades

Key reporting across the Financial platform

Annual staff reviews / pay reviews

Responsibility of Telco relationship / negotiations

Responsibility fort Telco P&L

**Billing Analyst, EDS Ltd, Reading**

(Mar 2006 to Oct 2008)

Defining and maintaining SOX documentation and processes around the billing role. Ensuring all SOX documentation signed off

Ensuring all SOX issues clearly identified, and a resolution process set in place

Production of key control documentation Monthly billing to the MoD for the DII contract

Annual billings £100M+

Liaising with client – Colonels / Warrant Offices from MoD and Higher management within EDS Responsible for billing Assets for all newly migrated sites

Monthly onsite support with the client to assist and resolve any billing issues

Implementation of new billing system

Weekly management meetings /reports

Project work undertaken to improve working functions within other departments

**Accounts Receivable UK, ME & SA, Cognos Ltd, Bracknell**

(Jul 2004 to Mar 2006) SOX Reporting.

Producing and maintaining SOX documentation around the Credit Control Function

SOX Key control documentation production and maintenance

SOX issue and resolution log

Debtor chasing. Cash Allocations Reconciliation

**Complex Billing Analyst (Contractor), MCI WorldCom, Reading**

(Nov 2003 to Jul 2004)

EMEA Billing Analyst, in control of six major accounts with the highest debt. Analysing gaps in revenue and capturing revenue lost.

Identifying debtor issues and resolving query.

Identification of Billing issues / procedures and implementing new procedures

Fault analysis

Production of weekly status report for senior management. Production of weekly management report for senior management. In depth analysis of issues preventing payment

Reporting from Qman & Provision Direct

Good knowledge of ICOMS / ARBOR / QMAN / CSB / F&E / DXR / SAP

**Finance Analyst, Agilent Technologies / HP, Various**

(Jan 1995 to Oct 2003) Financial reporting Monthly billing cycles Month end reporting pricing analyst

Board reporting

Analytical reporting

**Education**

**Guildford College of F&HE, Guildford**

1992 to 1994

National Diploma in Business and finance - pass

NVQ law

**Salesforce**

June 2018

Salesforce certified Administrator accredited

**Salesforce**

February 2019

Salesforce CPQ Specialist accredited

**Prodly**

April 2019

Prodly Mover Certified

**Hobbies & Interests**

I am a very keen runner and enjoy running half marathons whilst raising money for charities. I completed the London Marathon in 2 consecutive years (2012/2013). I am also a UEFA B qualified football coach and have worked part time for Fulham and Chelsea FC. I also enjoy spending time with my family

**References**

References are available on request.