

# Andrii Muzychuk

## Senior Salesforce Consultant

- In Software development industry since 2007
- In Salesforce development since 2011
- 6 certificates including [Salesforce Certified Application Architect](#)
- Great attitude and experience in communication with business owners, non Salesforce teams, and end users
- Good experience in leading teams of Salesforce specialists
- Extensive experience in Apex coding, Visualforce pages, and integrating Salesforce with external systems
- Hands-on experience in LWC and Aura



## Education:

Master of Computer Science degree in Kharkiv National University of Radio Electronics, 2008

## Work experience:

### **Senior Salesforce Consultant as Independent Contractor (remote)**

June 2024 – present

- I streamline business processes with Salesforce, allowing clients to focus on creative tasks instead of tedious, time-consuming ones.
- I'm usually a one stop shop specialist for a client. I do the job of a Consultant, Business Analyst, Architect, Admin, and a Developer. I'm the one responsible for their Salesforce org - implementing new functionality, maintaining existing one, and suggesting new functionality based on business processes I'm exposed to.
- Usually I'm involved in Salesforce orgs with complex business processes that require Apex coding. Though I follow Salesforce best practices and utilize Flows when appropriate along with other declarative features like Assignment Rules, Validation Rules, Duplicate Rules, and many more.

2021 – present

- Mentoring beginners into the Salesforce world. Teach them basic concepts and best practices. Help them implement their tasks (always explaining why it should be done that way).

### **Senior Salesforce Engineer at InCountry (remote)**

<https://incountry.com/> - Compliantly operate applications worldwide with data residency, data sovereignty, and cross-border data transfers. Fully compliant from China to Saudi Arabia to Germany.

2022 – June 2024 (Salesforce Field Engineering team leader)

- In addition to previous duties I manage a team of experienced Salesforce specialists; distribute tasks among team members according to their top skills and preferences.

## 2021 (Presales team)

- Communicate complex technical details of InCountry products to prospective clients, enabling informed decision-making and driving sales growth.
- Help integrate InCountry products into clients' Salesforce orgs (acting as a Professional Services team) bringing the lunch date earlier.
- Contribute to the Salesforce package through suggesting new features and enhancements, resulting in improved user experience and increased customer satisfaction.
- Perform code reviews and conduct technical interviews.

## 2021 (Engineering team)

- Learn the package by implementing new features and fixing bugs.
- Perform code reviews and conduct technical interviews.

## Senior Salesforce Engineer at Mapbox (office/remote)

<https://www.mapbox.com/> - AI-powered location technology for automakers, mobile app developers, and logistics services

## 2019 – 2020

- Cloned Google Spreadsheet functionality into Salesforce with Visualforce saving tons of time for Sales Reps avoiding copy/pasting data from Google Spreadsheets into Salesforce records.
- Fixed and then re-implemented Lead assignment, rating, and auto-convert processes using third Lane Four package saving tons of time for Sales Reps and letting them work on top priority Leads/Accounts.
- Implemented a mechanism of having recent and historical usage data of clients in Salesforce making spikes identification and overall reporting easier for Account Managers.
- Identified unused and unnecessary licenses saving \$100k a year for the company.

## Previous experience (office/remote)

### 2011 – 2019

- Coded tasks given by a supervisor or stakeholder, or end users. Mostly they were Apex triggers, Visualforce pages with Apex controllers/extensions, Aura components, and LWCs.
- Coded desktop and web applications using C#, PHP, Java, Qt and MySQL/MS SQL.

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Stack Overflow <https://salesforce.stackexchange.com/users/673/andrii-muzychuk>

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