

Engaging Community: Non-profit

- One of the largest network providers and cloud solution resellers in the US, with 10+ offices and 100+ employees
- Configured custom solution to track educational institution data, from several different data sources, to better understand the financial picture of the school and system
- Built end of year engagement review report for Accounts with Conga that pulls in details from 6 different objects to show the level of engagement of that client, to justify their membership renewal cost
- Delivered custom code to assist with cloud ERP implementation
- Implemented Pardot, to better connect/ target their community
- Built whitespace reporting to identify new Opportunities
- Provided business process and integration guidance
- Created client led program for end user training

