

BRENT MAC

SALESFORCE SOLUTION ARCHITECT

COGNIZANT

REVENUE MANAGEMENT PRACTICE



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TECHNICAL SKILLS

Salesforce Apex, Lightning Web Components, Logik.io, Lucid Chart, Salesforce, Tableau, Oracle BI, Siebel CRM, HTML/CSS, SQL, Model-View-Controller frameworks

SALESFORCE CERTIFICATIONS

Associate AI
Application Architect
Business Analyst
Community Cloud Consultant
CPQ Specialist
Data Architecture & Management Designer
Einstein Analytics & Discovery Consultant
Field Service Lightning
Industries CPQ Developer
Platform App Builder
Platform Developer I
Salesforce Administrator
Salesforce Advanced Administrator
Sales Cloud Consultant
Service Cloud Consultant
Sharing & Visibility Designer
Revenue Cloud Accredited Professional
Revenue Cloud Consultant (ARM)

ADDITIONAL CERTIFICATIONS

FAA Part 107 (UAS – Small)

INDUSTRY EXPERIENCE

High Tech / Enterprise
Railroad/Transportation: IT Analyst
Hospitality: Restaurant Supervisor
Non-Profit: MENTOR Colorado

ACADEMIC QUALIFICATIONS

University of Nebraska (Omaha)
Dual Degree Program • 3.9/4.0 GPA
BS Management Information Systems
BS Business Administration (Marketing)

ABET Accreditation (IS&T)

Systems Development Certificate

AACSB Accreditation (CBA)

Top 10 Percentile in CBA Major Field Test

Certified Salesforce Application Architect specializing in Revenue Cloud implementations. I am currently a Salesforce Solution Architect + Team Lead at Cognizant in the Revenue Management Practice with 8 years of experience in the Salesforce ecosystem, and an additional 3 years prior experience in the Railroad/Transportation industry as a Revenue and Information Management Analyst. My current role focuses on streamlining client business process through custom SaaS solutions with Salesforce Revenue Cloud implementations (Primarily CPQ and RCA). These implementations leverage the use of Salesforce declarative functionality and a combination of Agile and waterfall methodologies, taking on roles involving Salesforce configuration, data migrations, and managed services.

KEY EXPERIENCES

Salesforce Experience

- 18 Salesforce Certifications; Salesforce Application Architect
- 900+ Trailhead Badges completed, including 25 Superbadges
- Platform Specialties: Revenue Cloud, Sales Cloud, Service Cloud
- Relevant Project Experience:
 - 16 Salesforce implementations; 5 Proof of Concepts (Pre-Sales)
 - 10 Salesforce implementations as a Solution Architect
 - 8 CPQ Implementations; 2 RCA implementations
 - Developing Functional & Technical designs for client orgs
 - Salesforce Revenue Cloud Advanced Training Lead

Professional Experiences

- **Cognizant Remote) | May 2021 - Current**
Roles: Sr. Consultant, Solution Architect – Revenue Mgmt. (*current role*)
Duties: Team Lead, Salesforce Pre-Sales + Implementations, Training
- **Neuraflash (Remote) | Sep. 2019 – May 2021**
Roles: Jr./Sr. Salesforce CPQ Consultant, BA Program Lead
Duties: Salesforce CPQ Design/Implementations
- **Bluewolf, an IBM Company (Denver, CO) | Jan. 2018 – Sep. 2019**
Roles: Business Analyst, Package Consultant
Achievements: Q2 2019 Managers Choice Award
- **Union Pacific Railroad (Omaha, NE) | Dec. 2014 – Dec. 2017**
Roles: Revenue & Information Management: PT Intern, IT Analyst
Achievements: 2 'Extra Mile' awards

Other Leadership Experience

- St. Vrain Valley Schools Mentorship Program (2024 - 2026)
- Big Brothers Big Sisters: "Big"/Mentor (2015 – 2024)
- UNO Student Government: *Executive Treasurer* (2016/17)
- Children's Miracle Network (UNO): *VP of Finance* (2017)