

Robert Northington Power III

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Summary

Experienced manager with broad and deep business, technical, and educational background and up-to-date expertise in the Salesforce.com platform. A responsible and creative problem-solver who often innovates while stretching a budget and keeping to a schedule. A Salesforce.com Certified Technical Architect, Advanced Administrator, Platform Developer, Sales and Service Cloud Consultant, and Agentforce, Marketing Cloud, and Pardot Specialist.

Employment

Senior Director, Architecture **Pearson, 2022 to Present**

- Supervising in-house team of Salesforce architects, developers, QA testers, and admins, onshore and offshore.
- Managing a 6000+ user global instance of Salesforce.com and satellite instances approaching 3000 more users.

Director of Platform Management **Pearson, 2014 to 2022**

- Architected merge of over 20 instances of Salesforce and other legacy CRMs into a single global instance of Salesforce.com, supporting multiple languages, currencies, and business processes.
- Led the development of consistent and pragmatic architecture and design for CRM tools and technologies including Salesforce.com and related partners.
- Provided expert advice on Sales Cloud, Service Cloud, and Marketing Cloud deployments.

Principal Software Engineer **Pearson, 2012 to 2014**

- Implemented best practices in merge of seven large US-based business units from Dynamics, Saleslogix and other legacy systems into a 2000+ user instance of Salesforce.com with Pros/Cameleon CPQ.
- Provided technical leadership in the SFA, Marketing Management, CRM, and Sales Reporting spaces.
- Presented recommended solutions and analysis to Executive Management and business stakeholders.
- Conducted rapid solution architecture, development, and deployment assignments.

Technical Architect **Astadia, 2011 to 2012**

- Led technical requirements gathering sessions and wrote technical requirements documents
- Managed the technical delivery of integrations and custom extensions
- Managed technical scope and client expectations
- Responsible for providing hands on expert level assistance to developers for technical issues

Director of Engineering **Vintara, 2003 to 2011**

- Led a team of Internet Applications Developers and Network Administrators and managed the technical aspects of the Vintara Online Management System Solution brands: ISO9, ISO13, ISO14, ISO17, OHS18, and 6SIGMA
- Created innovative solutions to incorporate off-the-shelf hardware, packaged components, and open-source software to provide world-class enterprise data services via standard web browsers, while keeping to a budget
- Migrated Vintara from proprietary interfaces and servers to browser-agnostic, cloud-based services
- As a consultant for CoreMatrix, served as Technical Architect, Data Architect, Senior Developer, and Expert on dozens of Salesforce integration and implementation projects, leveraging Apex, Visualforce, and ETL tools

Internet Applications Specialist **Vintara, 2000 to 2003**

- Provided expertise in Lotus Domino, HTML, JavaScript, and VBScript to the world's first Enterprise Management SaaS solution, in the context of experience in Business and Industrial Engineering
- Managed rollout of fifth Vintara brand, [6SIGMA](#), from product development to marketing

Internships

Graduate Assistant, Lotus Domino Admin

University of Tennessee

Lean/Six Sigma Intern

Lockheed Martin Aeronautical Systems

Technical Intern

Saturn Corporation (General Motors)

Education

Master of Business Administration

Lean Enterprise & Information Management

Haslam School of Business

University of Tennessee

Master of Science, Industrial Engineering

Manufacturing Systems Engineering

College of Engineering

University of Tennessee

Bachelor of Science, Aerospace Engineering

Astronautics Concentration

College of Engineering

University of Tennessee

Certification, Honors & Awards

[Salesforce.com Certified](#) Technical Architect, Developer, Advanced Administrator, Sales Cloud and Service Cloud Consultant, Pardot and Marketing Cloud Specialist, Certified EIT by Tennessee Board of Examiners, Sigma Gamma Tau Aerospace Engineering Honor Society, National Merit Scholar, National Forensic League Degree of Outstanding Distinction