

Deloitte

Apply: [Salesforce Analysts](#)

Job Specs

Job Name Salesforce Analysts

Location Athens

Seniority Junior

Business Function CONSULTING

What impact will you make?

Salesforce Analysts

What Impact will you make?

#YourOpportunity

We are currently looking for enthusiastic **Salesforce Analysts** to join our dynamic and highly motivating **Deloitte Digital** team in **Athens**.

Deloitte is the first ranked consulting company delivering business advisory and technology enabled business transformations across the globe. Within Deloitte, our teams focus on delivering trusted high-end technology advisory services.

Should you be a cloud technologies enthusiast, with a great affinity for the business side of a problem, interested in helping our clients maximize the value of their customer relationships, passionate about improving processes and motivated to take on new challenges across industries, in Greece as well as internationally, this is the opportunity to do so.

At Deloitte, you will gain exposure to a variety of industries and business models, helping your career growth and professional development.

#YourRole

Your role as a **Salesforce Analyst** in Deloitte will focus on helping our clients identify and solve their most critical challenges through technology. In this role, you will commit to personal learning and development and explore opportunities to make an impact by delivering exceptional client services.

During your tenure as an **Analyst**, you will demonstrate and develop your ability to:

- Collaborate with clients to identify objectives and business needs and effectively map them into system capabilities, using the most suitable methodologies and best practices
- Document detailed business, functional & technical requirements and propose best practices and optimizations
- Design and implement enterprise-scale cloud CRM solutions to address business challenges, using declarative or low-code application building tools, making the most of the latest technologies

- Participate in client opportunities, preparation of proposals and RFP responses, building of proof-of-concepts (PoCs) and demos
- Setup and configure Salesforce cloud solutions and related third-party applications
- Prepare and deploy CRM solutions to Test and Production environments
- Stay up to date with the latest innovations, new products & enhancements, and apply them accordingly to client issues when needed.
- Obtain & maintain certifications that will leverage your knowledge & expertise
- Have a team spirit and effectively collaborate in cross-functional and international teams

#WinningRequirements

- University or Technological Educational Institution degree in Engineering or technical disciplines
- Post-graduate degree in relevant fields will be considered an asset
- 0-2 years of proven experience in a consulting firm or in industry-focused CRM projects
- Salesforce experience and/or certifications will be considered a plus
- Analytical thinking and business analysis skills for effectively translating business objectives to system design
- Self-motivated and willingness to pursue personal development through specialization and professional certifications
- Strong communication and collaboration skills
- Excellent command in spoken and written English and Greek language
- Military obligations fulfilled for male candidates

More info & application: [Salesforce Analysts - - 5473 - Deloitte Italia](#)

#AboutConsulting

Five core competency areas make up our Consulting service line:

- Strategy, Analytics and M&A
- Customer and Marketing
- Core Business Operations
- Human Capital
- Enterprise Technology and Performance

We exist to solve complex problems

Our consultants are renowned for their straightforward approach to solving some of the world's largest and most complex business challenges. Each member of our Consulting team is energized by the challenge a seemingly inscrutable problem presents. Our distinctiveness lies in our refusal to accept a problem at face value - we draw on the depth of our shared insight to ask the right questions, and it's these questions that uncover answers - answers with impact.

We are committed to collaboration

Our role is to unlock potential for growth and innovation. We believe this requires real collaboration – with our own networks and with our clients. It's why we commit to truly

getting under the skin of our client's needs, developing a full appreciation for their environment, goals and ambitions. We're also unafraid to challenge. In so doing, we build long-term and trusted affinities.

We create long-term, sustainable impact

We often work hand-in-hand with our clients to help find the right solution and to help apply that solution. Our aim is to leave behind ambassadors who are equipped to continue the transformation we began. For us, it's about embedding sustainable change, allowing the impact of our insight to be felt for a long time to come.

#ChooseDeloitteif

At Deloitte, we create positively differentiated work experiences that enable our people to feel valued and achieve their full potential. We value difference, and embrace people with diverse backgrounds and thinking styles. Knowing that people work best in different ways, we are happy to discuss alternative arrangements if the working pattern you are looking for is not specifically indicated.

#AboutDeloitte

Our services

Deloitte offers Global professional services that include Audit, Risk Advisory, Tax, Consulting and Financial Advisory. Our approach combines insight and innovation from multiple disciplines with global business and industry expertise to help our clients excel anywhere in the world.

We deliver outstanding impact on the reputation and success of our clients, in Greece and globally. In pursuing this we contribute to a sustainable and prosperous society, and are firm believers in the positive impact business can and should have on the world it operates within.

Our Purpose

Our purpose, "To make an impact that matters for our clients, our people and society "- defines who we are and what we stand for. This is not about size, it's about being the first choice. The first choice for the largest and most influential clients, and the first choice for the best talent.

Our values

At Deloitte we foster a collaborative culture where talented individuals can produce their best work. We value innovative thinking, diverse insights and a genuinely distinctive level of customer service. We value difference, with respect at the heart of our inclusive culture, and we support agile working arrangements.

Our talent experience

From day one at our firm, practitioners are part of a community. Our development and career progression framework will help them develop the skills and capabilities to succeed. The wellness of our people and the ability to offer agile working arrangements is at the centre of

our unique talent experience. We create a workplace that encourages collaboration, creativity, inclusiveness to ensure our staff are supported, encouraged and feel a sense of purpose and meaning in what they do each day.

Build your legacy with us. Aim higher: join Deloitte now!

This document has been prepared by Deloitte Business Solutions Societe Anonyme of Business Consultants, Deloitte Certified Public Accountants Societe Anonyme and Deloitte Alexander Competence Center Single Member Societe Anonyme of Business Consultants.

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