

# Job Description for TEAM LEADER



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[Varasi](#) is a consulting startup focused on Salesforce CRM strategy and technologies. Our mission is to help our clients build stronger customer relationships. We are head quartered in California, USA and we are growing our India operations. Varasi's [founding team](#) has over 4 decades of business consulting and technology experience. We have successfully built and scaled Salesforce practices for global firms and served dozens of marquee customers prior to founding Varasi.

We are growing our Varasi India family! We are looking for talented and highly motivated individuals who are excited by our passion to help our clients build stronger customer relationships using the Salesforce platform. Teamwork and constant learning are key attributes that we look at in all Varasi employees.

You will be part of the core team for Varasi. As part of the core team you will be working directly with the founders on a day-to-day basis. Varasi is currently focused on serving Subscription businesses across multiple industries, Technology, Retail and Nonprofit domains and will evolve based on market feedback and traction.

We are recruiting Team Leaders based in Pune who will be responsible for solution development, client project delivery and technical presales activities working closely with the US team. The individuals will have an opportunity to influence and shape the culture at our India center.

Expectations for the role are to own the overall technical solutioning aspects of our pursuits and proposals, prepare the solution vision of the proposals for our clients, jumpstart implementation projects and ongoing leadership of the delivery. Our Team Leaders are trusted advisors to our clients that are seeking to use SF technologies. We specialize in Sales, CPQ, Communities, Service, Platform, Pardot, Marketing, and Analytics cloud.

## Key Responsibilities:

- Partner with our US sales and delivery organizations and lead technical teams to:
  - Deliver solutions based on Salesforce products and platform.
  - Create technical POCs and solution demos with Lightning UI in support of sales efforts
  - Scope, estimate and propose technical solutions and support the sales teams in client interactions.
  - Develop Varasi's intellectual property in the form of Lightning based tools, accelerators and industry solutions
- Responsible for mapping business process requirements to the capabilities and features of Salesforce products, including data model, security model.
  - Areas of emphasis may include front and backend solution architecture, development and release management strategies at client organizations, change management, and hands-on leadership in designing solutions
- Leading and delivering projects including overseeing technical team members and ensure high quality, on-time delivery;
  - Leading technical requirements gathering sessions and writing technical requirements documents;

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- Leading technical design sessions and writing technical design documents;
  - Managing and delivering integrations and custom extensions;
  - Managing technical scope and client expectation;
  - Responsible for providing hands on expert level assistance to developers for technical issues
  - Manage, mentor and develop technical team members
  - Interact directly with customers on behalf of the team
  - Investigate new technologies; provide analysis and recommendations on technical choices available for solutions.

## Job Requirements:

- Graduate degree in Engineering (Computer Science or MCA with emphasis in Software Engineering is highly preferable)
- 6+ years of total experience with at least 4+ years of delivering Salesforce solutions and 2+ years of experience in leading and managing teams.
- Demonstrated knowledge and experience with SFDC technologies with emphasis on Sales, Service, Communities and App Cloud products. A demonstrated specialization in at least two of Sales, Service or Custom applications is necessary to succeed in this role.
- A thorough understanding of data modeling and enterprise application integration concepts and tools
- Salesforce Certifications (at least two) in App Builder, Platform Developer I, Sales Cloud or Service Cloud are required.

## Attributes

- Excellent verbal and written communication
- Team player with strong listening and interpersonal skills; attention to detail
- An attitude of constant learning and upgrading skills
- Flexibility and strong desire to take on constructive feedback/coaching and make definitive changes; self-awareness and the ability to adapt communication and interaction styles to best suit an audience, situation, or desired outcome.