



Santiago Gonzalez Morante

SALESFORCE TECHNICAL ARCHITECT

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CERTIFICATIONS

- Salesforce Certified Platform Developer
- Salesforce Certified Omnistudio Developer
- Salesforce Certified Platform Developer II
- Salesforce Certified Platform Administrator
- Salesforce Certified CPQ Administrator
- CPQ and Billing Consultant Accredited Professional
- Salesforce Certified Revenue Management Consultant

SUMMARY

Salesforce technical architect and team manager with 4+ years on the platform and 7 Salesforce credentials, including Platform Developer II and Revenue Management Consultant.

I currently manage Technical Consultants at Neocol, where I lead solution design and mentor a team of consultants to own their architecture decisions.

I was among the earliest implementers of Revenue Cloud Core (RLM/RCA/ARM) and have hands-on experience across Salesforce CPQ, OmniStudio/Vlocity, Apex and LWC.

I specialize in performance and technical debt: I've refactored legacy Process Builders, Workflows and Flows into bulkified Apex for up to 5000% faster execution. I've also built a managed package for Health Cloud and Insurance Cloud.

CLIENT QUOTE

"His commitment to the project and technical expertise went well beyond what I've typically seen from contractors in my years in this field. He consistently found the best possible solution for every design challenge, while delivering with a speed of execution that impressed not only me, but my leadership as well..."

Tonya Hernandez, Senior Director of Architecture, Mimecast (client, 18-month CPQ to Revenue Cloud Advanced migration project)

EXPERIENCE

Manager, Technical Consultants

Neocol

Oct 2025 – Present

- Dual role serving as a technical architect and team manager.
- Focused on guiding technical consultants to deliver optimal, scalable solutions while fostering a culture of mentorship.
- My leadership philosophy centers on empowering developers, guiding them to solve complex problems independently and taking ownership of their architectural ideas.
- I bridge the gap between high-level project vision and flawless team execution.

Technical Lead, Level 1

Neocol

Apr 2025 – Oct 2025

- Pioneered some of the earliest implementations of Salesforce Revenue Cloud Core (RLM/RCA/ARM).
- Architected innovative solutions on a newly evolving platform, heavily relying on advanced troubleshooting to navigate platform limitations.
- Engineered custom workarounds to meet complex client requirements, consistently maximizing out-of-the-box offerings to deliver robust, scalable designs in uncharted technical territory.

Senior Salesforce Developer

Neocol

Mar 2024 – Apr 2025

- Specialized in Salesforce CPQ, quickly adapting to and troubleshooting a mature, complex codebase.
- Rapidly diagnosed and resolved complex bugs within an architecture that had been worked on for over a year.
- Led strategic side projects focused on aggressively reducing technical debt and improving overall system execution times.

SSR Salesforce Developer

Perficient

Oct 2023 – Mar 2024

- Delivered high-quality Salesforce solutions within fast-paced project environments.
- Quickly onboarded onto new projects, applying strong diagnostic skills to identify system inefficiencies and master complex requirements.
- Gained recognition from project stakeholders for rapid execution, efficient code delivery, and the ability to proactively troubleshoot and resolve issues before they impacted timelines.

Salesforce Developer

Arcsona

Mar 2022 – Oct 2023

- Conducted deep-dive troubleshooting to identify critical org bottlenecks, achieving up to a 5000% improvement in performance by refactoring legacy Process Builders, Workflows, and complex Flows into highly optimized, bulkified Apex code.
- Led a team of four developers to execute high-impact technical debt reduction and performance optimization projects using Vlocity and Apex.
- Engineered and built a custom managed package tailored specifically for Health Cloud and Insurance Cloud, strictly adhering to Salesforce best practices and platform governance for seamless distribution.

Full Stack Developer

AzulSoft

Dec 2020 – Mar 2022 · Remote

- Designed and developed a full-stack web application tailored for Godilco in the logistics sector. Built a client-facing portal that enabled real-time tracking and status reviews of shipping containers, significantly improving operational transparency for clients.

IT Support Technician

AzulSoft

Sep 2020 – Mar 2022 · On-site

- Provided comprehensive on-site and remote IT support for multiple businesses across Uruguay.
- Diagnosed and resolved a wide spectrum of complex hardware and software issues. This hands-on experience built a strong foundational mastery in cross-platform troubleshooting, root cause analysis, and effective problem-solving.