

SEAN CUVANOV

+908-461-6706 | SCuvanov@gmail.com | [GitHub](#) | [SCuvanov.com](#)

PROFESSIONAL SUMMARY

Salesforce Architect with 10+ years of experience spanning enterprise CRM development, solution architecture, and AppExchange product engineering. Specialized in CPQ and quote-to-cash automation, with deep experience designing scalable Salesforce-native solutions, integrations, and distributed system architectures. Proven leader in platform modernization and cross-functional technical delivery.

CORE COMPETENCIES & EXPERTISE

Salesforce Architecture • Enterprise Solution Design • Sales Cloud • CPQ / Quote-to-Cash • Enterprise Integrations • API & Data Architecture • Platform Automation • Apex / LWC / Flow • CI/CD & DevOps • Agentforce • Technical Leadership

CERTIFICATIONS

Salesforce: Platform Developer I & II, Platform Administrator I, Javascript Developer I

Workato: Automation Pro I, II, III

RECENT EXPERIENCE

Sr. Salesforce Architect - Reltio (an SAP company) - (DEC 2021 - PRESENT)

- **Enabled scalable revenue operations** by architecting Salesforce ecosystem strategy across Sales, CPQ, and enterprise data systems in a high-growth SaaS environment.
- **Delivered real-time enterprise data synchronization** by designing and implementing an event-driven integration architecture using Salesforce Platform Events and Workato across Salesforce, NetSuite, Jira, Slack, Xactly, AWS, and BambooHR.
- **Improved quote accuracy and deal velocity** by leading a CPQ transformation across product catalog, pricing, and quoting automation.
- **Increased platform stability and reduced production issues** by re-architecting legacy Salesforce automation and process flows.
- **Standardized engineering delivery and release processes** by establishing CI/CD, source control, and deployment governance across Salesforce environments.
- **Enabled proactive retention strategy** by building a CPQ-driven churn forecasting and mitigation solution leveraging subscription data for leadership visibility.
- **Accelerated onboarding readiness** by enabling end-to-end integration between sales processes and backend provisioning systems.
- **Enhanced usage and overage billing accuracy** by automating entitlement data aggregation and integrating with master data management systems.
- **Reduced product configuration effort by 50%+** by leading adoption of AI-enabled engineering workflows and automation tooling.
- **Identified scalable AI automation opportunities** by assessing Salesforce AI and Agentforce capabilities across sales and internal productivity use cases.

Sr. Software Engineer - Sparta Systems (a Honeywell company) - (FEB 2019 - DEC 2021)

- **Enabled large-scale data migration and ingestion reliability** by developing a high-volume record processing service using Salesforce Bulk API, Spring, AWS S3, SQS, and DynamoDB for legacy document system transitions
- **Reduced dependency on legacy file storage systems** by building a Box-to-AWS S3 migration service that modernized file storage architecture and improved long-term maintainability
- **Delivered secure file access capabilities** by designing and implementing Spring-based REST APIs for retrieving and serving files stored in AWS S3
- **Modernized user experience and platform alignment** by migrating core product UI from Visualforce to Salesforce Lightning
- **Owned CI/CD pipeline operations** using Jenkins, ensuring reliable build, test, and deployment workflows across Salesforce environments
- **Increased developer productivity and release efficiency** by leading migration to Salesforce DX and adopting a source-driven development model
- **Improved production stability and service reliability** by resolving critical production issues and optimizing system performance
- **Contributed to 8 major releases + 6 maintenance releases** in a fast-paced regulated environment

Application Engineer III - iCIMS - (JUNE 2016 - FEB 2019)

- **Designed and implemented quote-to-cash and enterprise integration architecture** using MuleSoft, enabling consistent data flow between Salesforce, NetSuite, and external systems
- **Improved implementation delivery efficiency and visibility** by designing and delivering a Salesforce-based project management solution for implementation teams.
- **Increased product feedback velocity and prioritization clarity** by building an Experience Cloud idea capture system for customer-driven enhancements.
- **Enabled cross-platform automation and collaboration** by developing API-driven integrations between Salesforce, Azure Logic Apps, and SharePoint.
- **Contributed to Salesforce platform re-architecture initiative**, helping modernize legacy architecture and transition to a more scalable, modular design
- **Improved lead ingestion-to-routing pipeline efficiency** by building a partner lead intake portal and Salesforce automation layer to process, route, and manage incoming lead data.
- **Streamlined support-to-engineering handoffs** by developing a Salesforce Lightning Web Component that triggered Slack-integrated Jira ticket creation for escalation workflows.

EARLY EXPERIENCE

Software Engineer - Limosys Software - (JAN 2015 - JUNE 2016)

Android Developer - Fingertip Technology - (AUG 2014 - DEC 2014)

EDUCATION

B.S. Computer Science – Thomas Edison State University