



Gábor Schandl

Salesforce Solution Architect

gabor@schandl.hu | +36-70-375-8984 | Budapest, Hungary | linkedin.com/in/gaborschandl

SUMMARY

I'm a seasoned IT professional, with extended international experience in consulting and sales. Started my career as a document management and workflow consultant in the SAP space, working for Fortune 100 customers on three continents. Later spent ten years in sales and sales management. Since 2018 I work in as a Salesforce expert.

I have hands on experience with Sales Cloud, Service Cloud, CPQ, Data 360, Field Service. Worked with Copado and Gearset. Supported the design and implementation of solutions based on Mulesoft, Slack, Experience Cloud and Marketing Cloud. Integrated Salesforce with SAP, SAP CPQ, several Microsoft ERPs. Can read and design APEX code.

PROFESSIONAL EXPERIENCE

Salesdrive, Salesforce Solution Architect 11/2025 – Present | Budapest, Hungary
I work as a freelancer Salesforce Solution Architect, focusing on Sales Cloud, Service Cloud, CPQ, Data 360 and integrations with ERP / CPQ systems.

bp, Solution Manager - Global Case & Interaction Management 04/2024 – 10/2025 | Budapest, Hungary
Leading a team of Solution Architects (focusing on Salesforce Service Cloud and Genesys Cloud) with the aim to deliver a purpose built, yet maintainable global customer service solution. 1500+ end users, global coverage. Recruited, trained and integrated five new team members in two locations (Hungary and India), helped stabilize agile processes, introduced design governance, helped define value based AI strategy.

Nokia, Salesforce Service Cloud Product Owner 01/2023 – 04/2024 | Budapest, Hungary
Responsible for overall strategy of the usage of Salesforce Service Cloud. Analyzing current status, creating mid and long term vision. Managing the product backlog, coordinating the related ongoing implementation projects from an architectural point of view.

Danfoss, Salesforce Lead Consultant 01/2022 – 12/2022 | Budapest, Hungary
Salesforce Sales Cloud solution architect, implementation consultant, team lead for the world wide green field Salesforce re-implementation.

Salesdrive, Salesforce Solution Architect 08/2018 – 12/2021 | Budapest, Hungary
I started Salesdrive as a Salesforce consulting partner from Hungary, specialized in Sales Cloud and custom solutions. We delivered solution for local and international SMB customers.

Oracle, Sales Manager 12/2010 – 07/2018 | Budapest, Hungary
I started at Oracle as a Regional Sales Representative, covering Hungary, Slovakia, Slovenia, Serbia & Bulgaria. Later got promoted as a Sales Manager. Been a member of the local Board of Sales Managers. Steady quota overachiever. Got invited to the President's club in 2017.

IBM, Brand Sales Manager 02/2009 – 05/2010 | Budapest, Hungary
Represented the Content Management brand in Hungary (FileNet, Content Manager) Did Sales, presales and marketing activities.

EMC, Lead Solution Architect 02/2003 – 01/2009 | Oberhaching, Germany
Worked as a Solution Architect in the field of SAP related document management and workflow design. Designed and led the implementation of complex solution for Fortune 100 clients.

HP, Solution Architect 08/2000 – 01/2003 | Budapest, Hungary
Worked as a Consultant and Solution Architect for Hungarian SAP clients, delivering content management solutions.

Kraft Foods, Project Coordinator 08/1998 – 07/2000 | Budapest, Hungary
Managed the IT vulnerability analysis of the company and it's partners. (Y2K)

EDUCATION

Computer Engineer, Technical University of Budapest 09/1995 – 02/2002 | Budapest, Hungary
Specializations: Fault Tolerant Systems and Intelligent Robotics

LANGUAGES

- English - Fluent
- German - Fluent
- Hungarian - Native

CERTIFICATES

- Salesforce Certified Administrator (SCA)
- Salesforce Certified Sales Cloud Consultant
- Salesforce Trailhead Ranger
- Workato Automation Pro I & II Certification