

# HOW TO BOOST YOUR SALESFORCE SALARY IN 4 STEPS

## MODULE 4 WORKBOOK

Land your Perfect Role  
Let's make sure you stand head and shoulders  
above the rest

[WWW.SUPERMUMS.ORG](http://WWW.SUPERMUMS.ORG)

## DEFINE YOUR PERSONAL BRAND

A quick recap from module 1 - summarise your skills and expertise

What are your achievements - projects / certs are you most proud of?

What are your values and career goals?

### NOTES:

## SHARE YOUR TRAILBLAZER STORY

What sparked your interest in a Salesforce Career?

How do you choose to upskill in relevant skills and knowledge?

Why are passionate about a Salesforce career and what have you achieved since?

### NOTES:

## UPDATE YOUR CV AND LINKED IN PROFILE

Take the following steps to update your CV and Linked In Profile

- PERSONAL INTRODUCTION**  
Summarise your personal brand in two paragraphs
  
- SKILLS SUMMARY**  
Highlight your expertise across industry, professional, technical and communication skills
  
- QUALIFICATIONS**  
Summarise your certifications, trailhead badges and other qualifications
  
- TOOLS**  
Summarise the different software tools you have used to manage projects in the past.
  
- REPUTATION**  
Provide the URL to your Linked In profile and Trailblazer Account.
  
- ROLES AND RESPONSIBILITIES**  
Summarise previous roles and projects with a success story - the pain point, solution and outcomes.
  
- EDUCATION**  
Summarise any educational or other training courses you have completed
  
- EXTRA CURRICULAR**  
Talk about your contribution to the Salesforce ohana, voluntary work, hobbies and interests.

## PREPARING FOR THE INTERVIEW

Prepare bullet points for the following questions

INVESTMENT IN OWN  
LEARNING

OHANA INVOLVEMENT

SALESFORCE EXPERIENCE

PERSONAL JOB SATISFACTION

### Additional Notes

## PREPARING FOR THE INTERVIEW

Prep bullet points for the following questions

**SUITABILITY TO JOB ROLE**

**INTEREST IN COMPANY**

**YOUR FUTURE AMBITIONS**

**QUESTIONS TO ASK**

### **Additional Notes**

## PREPARING FOR A DEMO

Prepare your demo to showcase your talent using a Developer Org

**DEFINE SALESFORCE PRODUCT AND FEATURES**

**DECIDE ON THE CUSTOMER STORY**

**CREATE TEST RECORDS TO TELL THE STORY**

**WRITE A SCRIPT WITH POSITIVE LANGUAGE**

### Additional Notes

*Be Brilliant*