

Hiring a Salesforce Admin

Weigh the pros and cons of hiring a full-time Salesforce Administrator as an employee, versus hiring a Salesforce consultant.



Employee

VS

Consultant

30+ HRS/Week

A full time employee is working 30-40 hours per week, but not necessarily all on Salesforce.



5 HRS/Week

You may only need a consultant for a maximum of 5 hrs a week totally dedicated to Salesforce.

On the Job

AVAILABILITY

24%

Available when you need them, as long as they are in the office.



Full Time



Consultant

100%

Available when you need them. There are no additional costs for benefits, holidays, sick pay, vacation time, health insurance, etc.

! You won't have to worry about losing project time for PTO, on-boarding, staffing turnover, or getting someone up to speed.

NOVICE vs EXPERT

Hiring a consultant means you have the assurance they are experts in their field versus a full-time employee learning on the job.



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When you hire a consultant, you are hiring their entire firm, giving you the breadth of the entire firm's knowledge which could lead to decades of experience versus relying on one full time Employee.



Long Term Costs



CERTIFICATIONS

A consultant's edge is to maintain their certifications and stay up to date on technology. A full time employee may not have the drive to stay up to date, unless something on a project requires them to.



FOCUS

A consultant can focus on short-term goals and can provide objective feedback to your organization.



PERSONNEL

Contractors can cost more per hour, but you only pay when you need them. You're not paying a full-time salary and can use funds for other projects or investments.



Loyalty

A contractor's integrity is rooted on your happiness at the end of the project. That said, if a contractor isn't meeting your needs, you have the ability to get a new one.

