

Job Report

Matty Whalley

Salesforce Technical Architect

3,539 postings scored. AIDA's Top 100, reviewed and ranked, follows.



AIDA's Top 100

Best matches - 1 of 3 (page 1 of 4)

POSTING

[Senior Salesforce Developer](#)

[Service Cloud, Financial Services Cloud \(FSC\)](#)

[Senior Salesforce Developer \(Apex](#)

[LWC, Salesforce.com, Agentforce, Data Cloud\)](#)

[Salesforce Developer](#)

[Financial Services Cloud \(FSC\)](#)

COMPANY

Astra North
Infoteck

Astra North
Infoteck

Astra North
Infoteck Inc.

SCORE

20

17

11

WHY

Top-scoring match: Service Cloud and Financial Services Cloud work sits squarely in your FSC background at Tier1 Financial Solutions, and both the industry and title layers hit.

Core Apex and LWC development at senior level, the exact combination your last three roles were built on.

Another FSC-flagged Salesforce Developer opening. Astra North Infoteck posts a very high volume of roles (see Data Queen's Notes), so confirm the actual end client before applying.

AIDA's Top 100

Best matches - 1 of 3 (page 2 of 4)

POSTING	COMPANY	SCORE	WHY
Salesforce Technical Architect (Toronto hybrid)	TechMagic	9	Exact title match to your target role, hybrid in Toronto, a specific listing rather than a generic agency post.
Salesforce Technical Architect - PubSec	Salesforce, Inc.	9	Salesforce hiring directly for a Technical Architect. Public sector is a new vertical for you, but the platform depth transfers directly.
Salesforce Technical Architect	NeuraFlash, Part of Accenture	9	NeuraFlash is a Salesforce-focused delivery arm of Accenture. Technical Architect is a direct title match, and this kind of consultancy work mirrors your Tier1 client-facing years.

AIDA's Top 100

Best matches - 1 of 3 (page 3 of 4)

POSTING

[Senior Salesforce Technical Architect](#)

[Life Sciences \(Pharmaceutical\)](#)

[Salesforce Developer](#)

[Solution Designer](#)

[Sr. Salesforce Developer](#)

COMPANY

Salesforce

AGF Investments

Astra North
Infoteck

SCORE

9

8

8

WHY

Salesforce itself, Senior Technical Architect title match. Life sciences is a different vertical than financial services, but the architecture scope is the same.

AGF Investments is a real Toronto asset manager, pairing a genuine financial services employer with a hands-on Salesforce Developer role.

A distinct senior Salesforce Developer posting from the same source as the two above; same volume caveat applies.

AIDA's Top 100

Best matches - 1 of 3 (page 4 of 4)

POSTING

[Salesforce Technical Lead](#)

COMPANY

Astra North
Infoteck Inc.

SCORE

6

WHY

The automated scan only caught the Financial Services and Insurance keywords here, but the title itself, Salesforce Technical Lead, is close to your exact target. Caught on manual review, not by the score.

AIDA's Top 100

Worth a look - 2 of 3 (page 1 of 4)

POSTING

[Senior Salesforce Developer](#)

[Senior/Team Lead Full Stack developer \(Toronto\)](#)

[hybrid\)](#)

[Senior Software Engineer](#)

[SaaS / React / TypeScript / Node](#)

COMPANY

Randstad Digital

TechMagic

Motion
Recruitment

SCORE

17

15

10

WHY

Strong title match, but Randstad Digital is a staffing firm and the end client isn't named in the listing. Worth a look, confirm who you'd actually be working for.

Same real employer as your Best match above, this one leans full stack (Node.js, TypeScript) rather than Salesforce-specific. Transferable given your stack breadth, but a different specialization.

Outside the Salesforce ecosystem entirely, but your Node.js/TypeScript range and senior scope are a real fit. Agency posting, so the actual employer isn't disclosed.

AIDA's Top 100

Worth a look - 2 of 3 (page 2 of 4)

POSTING

[Salesforce Revenue Cloud Architect](#)

[CPQ, Quote-to-Cash, Apex & Lightning Web Components](#)

[Salesforce Technical Architect](#)

[Salesforce Technical Architect \(Software Engineer IV\)](#)

COMPANY

Astra North
Infoteck Inc.

Kforce Technology
Staffing

Robert Half

SCORE

9

9

9

WHY

Salesforce Architect title and LWC skill match, but CPQ/Revenue Cloud is a specialization outside your resume's Apex and data migration depth. Worth a look if you're open to picking it up.

Exact title match, but Kforce is a staffing agency and the end client isn't named. Worth confirming who's actually hiring before applying.

Same pattern as the Kforce listing above: exact title through a staffing agency with no end client disclosed.

AIDA's Top 100

Worth a look - 2 of 3 (page 3 of 4)

POSTING

[Salesforce Developer](#)

[Salesforce Solution Architect](#)

[Service Cloud](#)

[Salesforce Solution Architect](#)

COMPANY

Insight Global

NeuraFlash, Part of
Accenture

Bell Canada

SCORE

8

7

7

WHY

Salesforce Developer title match through a staffing agency, no end employer named in the listing.

Same real employer as your Best match above, this one is titled Solution Architect rather than Technical Architect, still a strong adjacent fit.

A major, real employer and a Salesforce Architect title, but telecom rather than financial services. Worth a look for the platform fit alone.

AIDA's Top 100

Worth a look - 2 of 3 (page 4 of 4)

POSTING

[Staff Software Engineer - Backend \(TypeScript / AWS\)](#)

[Vice President](#)

[Engineering](#)

COMPANY

Varicent

First National
Financial

SCORE

6

4

WHY

Varicent is a real Toronto SaaS company. Outside Salesforce, but your Node.js/TypeScript full stack range applies directly.

Only the Toronto location matched the scan, but First National Financial is a genuine mortgage lender and VP Engineering is real senior technical leadership. Caught on manual review, worth a look given the industry and seniority fit even without a Salesforce-specific title.

How AIDA Reviewed These

The SQL scan scores every posting mechanically. It can't tell a bank's Program Manager role from a nonprofit's. Before anything reaches this report, AIDA reviews the top 100 by hand against your resume, career bio, and keyword strategy, and pulls out what the scoring alone let through by mistake. The full scored dataset is included as a CSV alongside this report; sort or filter it yourself if you want to explore beyond the reviewed top set.

100

postings reviewed

10

Best

11

Worth a Look

79

removed

The full scored pool is included as a CSV with this report; use it to explore further on your own.

Why we chose the top 10

- Exact or near-exact Salesforce Developer/Technical Architect title match
- Named, verifiable employer, not a blind agency post
- Financial services, insurance, or enterprise-software industry fit
- Senior-level scope in line with 20 years of platform ownership
- Added on manual review alone where a real title fit the automated score missed

Why 79 were removed

- | | |
|--|----|
| • Duplicate or reposted listing | 7 |
| • Non-Salesforce role at one high-volume source, tool-layer match only | 21 |
| • Financial services/insurance industry match only, wrong function | 19 |
| • Location-only match, unrelated role | 31 |
| • Seniority-layer match only, no Salesforce or skill signal | 1 |

Data Queen's Notes

Astra North Infoteck posted 643 of the 3,539 scanned postings (18 percent) across wildly different roles, real high-volume staffing activity, not a red flag by itself, but confirm the actual end client before applying to any of their listings. Deloitte (35 postings) and Picton Mahoney Asset Management (9 postings) show a smaller version of the same pattern, both are large, real employers whose broad postings mostly matched only on location or industry rather than function.

What's Working

Patterns from the full 3,539-posting scan, not just the top 100.

TOP COMPANIES BY AVERAGE SCORE

by postings

TechMagic

3 postings · 5 kw · avg 11.0

Picton Mahoney Asset Management

9 postings · 2 kw · avg 6.0

Motion Recruitment

11 postings · 2 kw · avg 4.2

Deloitte

35 postings · 2 kw · avg 4.1

Hitachi

3 postings · 1 kw · avg 4.0

MOST FREQUENT EMPLOYERS

by posting volume

Astra North Infoteck

643 postings

iCapital

261 postings

Insight Global

242 postings

National Bank of Canada

170 postings

goeasy

167 postings

TOP COMPANIES BY KEYWORD

within the Top 100, names normalized

Astra North Infoteck

41 keyword matches · 31 posting(s)

Picton Mahoney Asset Management

18 keyword matches · 9 posting(s)

Deloitte

12 keyword matches · 11 posting(s)

TechMagic

7 keyword matches · 3 posting(s)

Motion Recruitment

6 keyword matches · 5 posting(s)

What this means in practice

Astra North Infoteck alone accounts for nearly a fifth of the scanned pool, so its size in the stats below is a volume signal, not necessarily an opportunity signal, treat it that way rather than as a target list. For real next moves, prioritize the named, disclosed employers in your Best and Worth a Look lists: AGF Investments, Salesforce itself, NeuraFlash, TechMagic, Bell Canada, Varicent, and First National Financial all have specific, verifiable roles worth a direct look.