

Job Report

Mike MacLeod

Salesforce Solution Architect

3,516 postings scored. AIDA's Top 100, reviewed and ranked, follows.



AIDA's Top 100

Best matches - 1 of 3

POSTING

[Salesforce Solution Architect](#)
[Service Cloud](#)

[Salesforce Project Manager](#)

[Salesforce Solution Architect](#)

[Senior Scrum Master \(Technical Delivery Lead\)](#)

[Contact Center Solution Architect](#)
[Salesforce Service Cloud Voice](#)

COMPANY

NeuraFlash, Part of
Accenture

Altus Group

Bell Canada

Equifax

Astra North Infoteck Inc.

SCORE

9

9

9

8

6

WHY

Exact title match plus Service Cloud, which is direct platform overlap. Vancouver-based; remote status wasn't stated in the posting, worth confirming before applying.

Direct title match, established real-estate technology company, Toronto based.

Exact title match at a major, established Canadian employer, Mississauga (GTA).

Direct Technical Delivery Lead title match at a large, well-known employer. Scrum Master duties are already on the resume.

Solution Architect title plus a direct Service Cloud tool match. Flagging: this staffing firm posted 643 times across the full scan, an unusually high volume for what looks like a niche Salesforce recruiter; treat as a real lead but confirm who the actual end client is before investing much time.

AIDA's Top 100

Worth a look - 2 of 3

POSTING

[Dynamics CRM Solution Architect](#)

[Senior, 6 Months Contract + 5 Months Extension](#)

[Technical Delivery Lead](#)

[Senior Salesforce Administrator](#)

[Salesforce Technical Lead](#)

COMPANY

Dimensional Tech

Insight Global

Geotab

Astra North Infoteck Inc.

SCORE

9

8

8

8

WHY

Solution Architect title match, but the platform is Microsoft Dynamics CRM, not Salesforce; a different ecosystem than the certifications on file. Toronto, hybrid, worth a look for the architecture scope alone.

Direct title match, but this is a staffing agency posting with the actual end client undisclosed. Insight Global posted 242 times across the full scan pool; treat individual postings on their own merits.

Real Salesforce Admin title match at a well-regarded Canadian tech employer, but this reads as an individual-contributor Admin role, a step down from actual delivery/architecture scope. Burnaby, BC, not local.

Technical Lead title is a plausible scope match, but this is the same high-volume staffing firm noted on the Best list (643 postings in the full scan); confirm the real end client before pursuing.

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.



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 5

Title is a direct or close match to Solution Architect, CRM Solution Architect, or Technical Delivery Lead scope, not a generic Admin-level hit
Real, established employer with a genuine Salesforce or technical-delivery platform need
Score driven by an actual title or tool match (Service Cloud), not incidental keyword overlap
Seniority reads at or above his actual delivery/architecture scope, not an individual-contributor step down
Location is Toronto, the GTA, explicitly remote, or Canada-wide, matching the location layer

Why 91 were removed

Wrong function/industry entirely (fell into the Top 100 as padding with a zero keyword match; the real match pool for this narrow a title ran out well before 100)
Wrong seniority (Administrator, Support, or Associate-level individual-contributor roles, well below actual delivery/architecture scope)
Duplicate or reposted (same underlying role as a kept posting, different contract-length variant or source feed)
False-positive keyword match (title matched generically on "Salesforce Admin" but the actual role is a different function)

84
4
2
1

Data Queen's Notes

Both Salesforce certifications and the PMP are confirmed held, not in progress, so the certification layer carries full weight with no honest gap on credentials this scan. The real finding this run: of 3,516 postings scanned, only 18 scored HIGH or MEDIUM, and only 9 survived manual review as Best or Worth a Look. That is a thin market for the literal title "Solution Architect" specifically; most of the real signal came in on Technical Delivery Lead and Salesforce Project Manager title matches instead. Worth a conversation about whether the title layer should widen further on the next scan.

What's Working

Patterns from the full 3,516-posting scan, not just the top 100.

TOP COMPANIES BY AVERAGE SCORE

by postings

Geotab
4 postings · 1 kw · avg 2.0
Morningstar
4 postings · 1 kw · avg 2.0
Versapay
20 postings · 1 kw · avg 0.8
Dimensional Tech
112 postings · 1 kw · avg 0.2
Astra North Infoteck
643 postings · 2 kw · avg 0.0

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
4 keyword matches · 4 posting(s)
Dimensional Tech
2 keyword matches · 2 posting(s)
NeuraFlash, Part of Accenture
1 keyword matches · 1 posting(s)
Altus Group
1 keyword matches · 1 posting(s)
Bell Canada
1 keyword matches · 1 posting(s)

What this means in practice

The honest read on this scan: the average score across almost every high-volume employer in the full pool is close to zero, including the biggest posters (Astra North Infoteck, iCapital, Insight Global). That means volume here is mostly noise, not opportunity; Geotab and Morningstar stand out for actually scoring well on a small number of postings each, which is worth more than a big number from a company posting hundreds of unrelated roles. Astra North Infoteck's 643 postings against a 0.0 average score is the single biggest volume-versus-fit gap in the data; it is the source of two of the nine survivors, so it is a real lead, but every other posting from that source is very likely irrelevant noise.