

# Daniel Radwaner

✉ DanielRadwaner@gmail.com ☎ (917) 693-2142 📍 www.RadAdaptiveConsulting.com

## Experienced Contract Lifecycle Consultant and Solution Architect

Experienced CLM & CRM Solution Architect with nearly a decade of system administration, implementation, and integration experience across Ironclad, Salesforce Sales Cloud, and Salesforce CPQ. Adept at optimizing end-to-end contract lifecycles, automating workflows, and ensuring seamless data integrity across legal, procurement, and sales ecosystems. Proven success collaborating with cross-functional stakeholders to drive scalability, governance, and automation.

### Senior Contracts Manager, *Celsius*, Boca Raton, FL

June '25 – Present

- Developing and implementing advanced customized Ironclad Workflow solutions, increasing Workflow efficiency by 50%
- Standardizing data and user management architecture to increase configuration agility and administration efficiency
- Driving functional and user acceptance testing to ensure stakeholder value through error-free deliveries
- Serving as the primary point of contact for contractual discussions, queries, training, and support, increasing adoption KPIs by 40% and ensuring effective communication between legal, finance, procurement, and business development teams.

### Head Business Services Consultant (Self-employed), *Rad Adaptive Consulting*, New Jersey & Florida

Dec. '21 – Present

Business services consultant dedicated to discovering opportunities for value delivery, enhancing cross-functional process efficiencies, and driving business growth through data-driven strategic consulting in various industries, specializing in gap analysis-driven full-lifecycle software implementations of enterprise-level solutions such as Ironclad and Salesforce. Key achievements include leading and delivering full-lifecycle CLM and CRM implementation projects for start-ups and enterprise-level companies via tailored and proven value-delivery methodologies.

### Specific Engagements:

#### Senior Business Analyst, *Epiq*, New York, NY (remote)

April '25 – June '25

- Leading implementation readiness requirements gathering workshops for enterprise-level clients
- Contract analysis and harmonization activities
- Providing Ironclad implementation strategy and technical subject matter expertise

#### CLM Innovation Consultant (Contract), *NeuraFlash*, Boston, Massachusetts (remote)

Feb. '25 – March '25

- Leading discovery workshops and configuration design of Ironclad to satisfy client requirements
- Driving innovation in the areas of solution delivery capabilities, enterprise delivery methodology, and reusable assets
- Advising clients on solution tradeoffs to assist in the cost/benefit analysis, considering business process, architecture, and IT operating model
- Supporting Sales and the Lead-to-Cash Practice Lead in delivering integrated solutions for Sales Cloud, CPQ, Billing, and CLM

#### Senior Technical Project Manager (Contract), *Affinity Solutions*, New York, NY (remote).

May '24 – Feb. '25

- Led and project-managed full-lifecycle implementation of the top CLM solution, Ironclad, to establish and standardize company contracting practice, improving contract efficiency and deal velocity by over 50%
  - Utilized Agile and hybrid methodologies to design and deliver customized industry-leading CLM solution
  - Configured Ironclad and Salesforce integration to enhance cross-functional process efficiency
  - Managed steering committee consisting of General Counsel, SVP of Compliance and Enterprise Quality, SVP of Sales Enablement, and more
  - Designed and provided training, ongoing support resources, and operations of the implemented solution

#### Course Instructor (Contract), *Center for Technology Training*, Tampa, FL (hybrid)

March '24 – Present



## EDUCATION

B.A. in Communication Studies <i>Ithaca College</i> , Ithaca, NY	Aug '09 – May '13
Project Manager Professional (PMP) & Certified Agile Practitioner (PMI-ACP) <i>Project Management Institute</i>	Oct '23 / Feb '24
Entrepreneurial Essentials <i>Harvard Business School Online</i>	May '23
Legal Essentials <i>Cornell University (eCornell)</i>	March '22
Certified Scrum Product Owner (CSPO) & Certified Scrum Master (CSM) <i>Scrum Alliance</i>	Oct '22 / April '23
Salesforce Partner / Associate <i>Salesforce.com</i>	Dec '24 / Oct '22
Ironclad Verified Partner Consultant / All Certifications <i>Ironclad</i>	Aug '24 / June '22
SAFe POPM <i>SAFe</i> , remote	March '24



## SKILLS

Google Workspace	<div><div></div></div>	Communication	<div><div></div></div>
Microsoft 365	<div><div></div></div>	Project Management	<div><div></div></div>
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Ironclad (CLMs)	<div><div></div></div>	Research	<div><div></div></div>
PMIS	<div><div></div></div>	Business Analysis	<div><div></div></div>
Tableau	<div><div></div></div>	Customer Success	<div><div></div></div>
QuickBooks Pro	<div><div></div></div>	Leadership	<div><div></div></div>
Social Media	<div><div></div></div>	Attention to Detail	<div><div></div></div>
SQL & R	<div><div></div></div>	Problem Solving	<div><div></div></div>
Zapier	<div><div></div></div>	Creativity	<div><div></div></div>
Logic Pro X	<div><div></div></div>	Adaptability	<div><div></div></div>

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- Instructed PMI-accredited PMP and CAPM certification exam 40-hour preparatory courses online and in-person.

## Senior Solar Energy Business Consultant & Project Manager, *Sunrun*, Tampa, FL (hybrid) *August '23 – May '24*

- Implemented and managed a sales team automation campaign, integrating Salesforce, Zapier, and Mailchimp, which increased sales conversion rates and operational efficiencies.

## Implementation Solution Architect & Project Manager (Contract), *Metrc*, Lakeland, FL (remote) *March '22 – Jan. '23*

- Led full-lifecycle implementation of Ironclad, a leading CLM solution, reducing contract processing time by 50% and enhancing enterprise-wide operational efficiency
  - Provided complete project initiation, planning, execution, monitoring, and closing as a one-person team
  - Designed contract workflows and Repository for optimized user value and efficiency, reducing existing contract processing time by 50%, thereby enhancing operational efficiency and compliance across the organization
- Managed full-lifecycle enterprise-level Salesforce implementation, focusing on Sales, Service, and Marketing Cloud solutions to create an enterprise-wide source of truth and streamline cross-operational efficiency
- Designed and provided training, ongoing support resources, and operations of the implemented solutions

## Content Acquisition Consultant (Contract), *Audible*, Newark, NJ (remote) *March '22 – June '22*

- Project managed and refined the Salesforce instance for Audible's Content Acquisition team
- Negotiated 50 audiobook licensing deals with publishers, agencies, and authors for the Audible library

## Director of Operations and Marketing (Contract), *Elite Veins NY*, New York, NY (hybrid) *Oct. '21 – March '22*

- Analyzed business operations via gap analysis to discover operational improvement opportunities
- Project managed a rebranding and patient experience campaign, including digital and in-person optimizations
- Strategized with the business owner; marketing campaigns, partnerships, operations, and budgets (QuickBooks Pro)

## Legal Operations Project Manager (Contract), *Flatiron Health*, New York, NY (remote) *March '21 – Oct. '21*

- Directed a full-lifecycle Ironclad implementation, enhancing contract management efficiency and compliance
- Managed the implementation of Salesforce CPQ and contract-related processes
- Managed multi-million-dollar sales and research contracts using Salesforce, Ironclad, and Docusign, contributing to efficient contract lifecycle management and supporting business compliance
- Collaborated with Senior Corporate Counsel, VP of Contracts, and Deal Desk to improve contract analysis reporting

## Paralegal & Business Consultant (Contract), *Hirsh Business Law*, Milburn, NJ *July '20 – April '21*

- Performed paralegal duties, including contract routing, redlining, parsing, editing, and storage
- Managed and assisted with numerous client projects
- Digital marketing optimization and rebranding campaign management

## Marketing Manager (Contract), *Elite Veins NY*, New York, NY *Jan. '19 – July '20*

- Developed and managed strategic partnerships with third parties, ensuring successful campaign optimization and contract fulfillment
- Brand management; directed rebranding campaign, creative content creation, KPI analysis, increased Google reputation by 1.5 stars
- Optimized and managed paid ad campaigns via Google Ads, Yelp Ads, Facebook Ads, and other digital profiles

## Manager of Label and Publisher Services, *Dubset Media Holdings, Inc.*, New York, NY *April '17 – Jan. '19*

- Customer success manager for 20 mid-market customers, onboarding over 30,000 copyrights into our MixBANK database



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- Served as Intern Manager, managing internship experience for 20+ interns using the project management tool Asana
- Designed marketing materials using Photoshop; external slide decks, monthly client newsletter, internal materials
- Developed and managed strategic partnerships via content acquisition campaigns, implementation, and project management
- Managed SaaS user experience and relationships via Salesforce; onboarding, support, engagement reporting, and product improvements
- Contract management and negotiation; ensured timely fulfillment of deliverables and obligations
- Used Agile and Scrum methodology for project managing the implementation and onboarding of Salesforce and Intercom applications
- Supported Chief Strategy Officer, VP of Publisher Services, and VP of Label Services with long-term projects and strategy

## Assistant Program Coordinator, *Natural Gourmet Institute*, New York, NY

Jan. '16 – Nov. '16

- Assisted with rebranding campaign – revised marketing, legal, and administrative documents
- Supported CEO and Program Coordinator with scheduling and long-term projects

## Associate Project & Office Manager, *Cross Commerce Media; Collective[i]*, New York, NY

April '15 – Nov. '15

- Project managed the implementation of ATS to improve the hiring process
- Coordinated internal and external company events, including travel plans and partnership relations
- Led social media team; strategized campaign, created content, and reported weekly on progress
- Business development research and support using LinkedIn and Salesforce to manage prospects and key customer relationships
- Assisted CEO, VP of Sales, VP of Marketing VP of Human Resources, and SVP of Sales with multi-department projects

## Marketing Manager, *The NY Center for the Prevention of Heart Disease*, NY, NY Feb. '15 – March '15 & April '16 – Nov. '16

- Managed a company rebranding and direct marketing campaign: designed and implemented fresh marketing copy, materials, and automations, boosting average patient intake by 20% in 12 months
- Created monthly budgets and maintained tax records using QuickBooks Pro

## Social Media Manager (Part-time), *EDM Life; iEDM.com*, Remote

March '15 – July '15

- Built social media campaign: authored content on Facebook and Instagram, increasing post engagement and followers

### Certification Badges:



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