

# Daniel Radwaner

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## Director of Ironclad CLM Delivery Practice | Ironclad SME

Ironclad Implementations, Enhancements, & Managed Services | Systems Integrations | Stakeholder Success

Senior CLM Implementation Lead, Engineer & Architect specializing in Ironclad configuration and numerous buy-side/sell-side integrations within high-growth, regulated environments. Proven track record owning end-to-end CLM ecosystems – from intake design and workflow engineering through execution, analytics, and system governance. Deep experience aligning Legal, Deal Desk, Sales, Finance, and other key stakeholders to reduce manual work, standardize commercial data, and drive GTM system integrity across enterprise contracting environments.

Led and contributed to enterprise Contract Lifecycle Management (CLM) implementations, optimization initiatives and managed services for global and high-growth organizations, including **CoreWeave**, **3M**, **CrowdStrike**, **Applied Materials**, **Equisoft**, **Flatiron Health**, **Celsius**, **Metrc**, **Affinity Solutions**, **PurpleLab**, and more. These clients collectively represent **\$70B+ in annual revenue**, reflecting experience delivering CLM solutions at both enterprise and mid-market scale.

Collaborated and partnered with leading global legal technology consulting firms including **Epiq Global**, **NeuraFlash (Accenture)**, and **Morae Global**.

### PROFESSIONAL EXPERIENCE:

#### Senior Legal Systems Engineer, **CoreWeave**, Livingston, NJ (remote)

*May '26 – Present*

- Designed and developed OOTB & custom systems integrations between Ironclad, Salesforce, Coupa, Netsuite, Descartes, DocuSign, Okta, Google Cloud, and more, leveraging Workato iPaaS for automation orchestration
- Managed M&A system instance migration project, creating unified Ironclad instance with no system down-time or end user disruption across 350+ users and numerous system integrations.
- Served as primary Ironclad SME for all CLM initiatives
- Managed, designed, and developed Ironclad workflow and Salesforce CPQ integration for largest strategic deals, ensuring SOX compliance

#### Senior CLM Systems Engineer & Architect, **CoreWeave**, Livingston, NJ (remote)

*Feb. '26 – May '26*

- Designed and owned enterprise-grade CLM ecosystems for a high-growth AI infrastructure company, automating contract workflows across Legal, Sales, Procurement, and Finance
- Partnered with cross-functional stakeholders to translate business requirements into scalable CLM architectures, managing project scope, timelines, and risk across 5 concurrent initiatives
- Designed and implemented end-to-end Ironclad CLM workflows for customer, vendor, and partnership agreements, reducing contract turnaround time by 30%
- Governed change management, system upgrades, and access controls, maintaining compliance with GDPR, CCPA, SOX, and ISO enterprise security standards

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

*June '25 – Dec. '25*

- Owned enterprise Ironclad CLM platform architecture optimization supporting international expansion and multiple M&A integrations across 15+ entities and 10 countries
- Designed scalable intake-through-execution automated workflows aligned with Finance, Legal, and Product, and commercial team requirements
- Conducted current-state and future-state analysis, identifying process gaps, system limitations, and downstream impacts across integrated applications
- Configured Ironclad workflows, templates, clause libraries, and approval frameworks to standardize contracting and reduce manual effort
- Defined UAT session strategy and test scripts and led stakeholder acceptance prior to production release
- Drove change management and user enablement to ensure CLM adoption across legal and finance teams

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

*April '25 – June '25*

- Led implementation readiness discovery and requirements definition for enterprise CLM clients
- Documented current-state and future-state contracting processes and performed gap assessments
- Supported Ironclad configuration changes, enhancements, and integration validation
- Developed test scenarios and supported UAT execution and evidence review
- Partnered with legal operations and finance stakeholders to ensure process alignment and adoption

**Head Business Services Consultant** (Self-employed), *Rad Adaptive Consulting*, New Jersey & Florida **Dec. '21 – Present**

Founded and led a consulting firm delivering world-class technical CLM services, project management, legal technology advisory, AI enabled contract intelligence automation, and systems integrations for mid-market and global organizations.

**CLIENT ENGAGEMENTS:**

**Interim Director & Ironclad Consultant** (Contract), *Morae*, Chicago, IL (remote) **April '26 – June '26**

- Partnered with Managing Director and Sales Leader to forecast resourcing needs across the Ironclad practice, aligning delivery capacity to pipeline demand and supporting rapid practice growth.
- Directed project teams across 10+ Ironclad client implementations, owning end-to-end delivery from kickoff through go-live.
- Served as lead Ironclad SME for clients and internal teams, advising on CLM configuration, API integrations, and best practices to de-risk implementations and accelerate time-to-value.

**Senior Legal & Commercial Operations Consultant** (Contract), *PurpleLab*, Pennsylvania (remote) **Dec. '25 - Feb '26**

- Rescued a stalled CLM implementation for a healthcare analytics B2B client, remediating six configuration gaps across five contract workflows to restore system integrity and enable go-live
- Led discovery sessions with Legal, Procurement, and Sales to map current contract processes and define future-state workflows for each function
- Designed scalable workflows for Order Form, NDA/MNDA, MSA, Amendment, and Front Door intake in Checkbox.ai, prioritizing maintainability and client adoption over complexity
- Evaluated four CLM platforms (Ironclad, IVO, Sirion, Luminance) for a General Counsel across automation, integration, AI intelligence, and total cost of ownership
- Produced implementation-ready documentation (workflow diagrams, user guides, admin playbooks) that became the primary knowledge asset after the client's Legal Ops Director departed mid-engagement

**CLM Innovation Consultant** (Contract), *NeuraFlash*, Boston, MA (remote) **Feb. '25 – March '25**

- Led project kickoff, discovery workshops, and configuration design of Ironclad and DocuSign to satisfy client requirements
- Designed AI-assisted CLM workflows and business processes, incorporating rules-based logic and emerging generative AI capabilities
- Advised clients on AI solution tradeoffs to assist in the cost/benefit analysis, governance considerations, architecture model, and system administration change management
- 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 a customized industry-leading CLM solution
  - Architected Salesforce<=>Ironclad integrations, defining system-of-record strategy, CPQ field mappings, and validation logic
  - Enabled contract intelligence and analytics through scalable and standardized metadata schemas, workflow automation, and governed data models
  - 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 – June '25**

- 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 governed a 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**

**Manager of Label and Publisher Services**, *Dubset Media Holdings, Inc.*, New York, NY

**April '17 – Jan. '19**

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

**Jan. '16 – Nov. '16**

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

**April '15 – Nov. '15**

**Marketing Manager**, *The NY Center for the Prevention of Heart Disease*, NY, NY

**Feb. '15 – March '15 & April '16 – Nov. '16**

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

**March '15 – July '15**

**Office Manager/Administrative Assistant**, *Presidio*, New York, NY

**Sept. '14 – Jan. '15**

**Research Associate**, *Jolt Communications*, Parsippany, NJ

**April '13 – June '15**

### **EDUCATION:**

**Bachelor of the Arts in Communication Studies**, *Ithaca College*, Ithaca, NY

**Aug. '09 – May '14**

### **KEY CERTIFICATIONS:**

**Project Management Professional (PMP)**, *Project Management Institute*

**Agile Certified Practitioner**, *Project Management Institute*

**Certified Commercial & Contract Manager Advanced Practitioner (CCMAP)**, *WorldCC (Formerly IACCM)*

**Certified Scrum Product Owner (CSPO)**, *Scrum Alliance*

**Certified Scrum Master**, *Scrum Alliance*

**Ironclad Verified Partner Consultant**, *Ironclad*

**Ironclad Badges – various**, *Ironclad*

**Workato Foundation 1 & 2**, *Workato*

**Salesforce Partner**, *Salesforce*

**Salesforce Associate**, *Salesforce*

**Lean Six Sigma Green Belt**, *Six Sigma Global Institute*

**SAFe 6.0 Product Owner/Product Manager (POPM)**, *Scaled Agile Framework*

**Entrepreneurial Essentials**, *Harvard Business School Online*

**Legal Essentials**, *Cornell University (eCornell)*

## CERTIFICATION BADGES:



### TOOLS & PLATFORMS:

- Ironclad (CLM)
- Salesforce (CRM, Sales Cloud, CPQ)
- DocuSign
- Jira
- Workato
- API Integrations
- SQL
- R
- Tableau
- Various PMIS (Monday, Asana, MS Project)
- Microsoft 365
- Google Workspace
- Adobe

### SKILLS:

- Advanced Ironclad CLM configuration and administration
- Contract Lifecycle Management (CLM) platforms and processes
- Project Management
- Development Operations
- User Acceptance Testing (UAT) strategy and leadership
- User Training
- CLM OOTB and custom system integrations
- Change management and user enablement
- Cross-functional stakeholder management
- Delivering world-class, scalable, CLM products