

## Ankit Goyal

ankitgoyal06@gmail.com  
+91 96946 66869



Certified  
APTTUS 201 CLM  
Product

---

### Career Summary

An ambitious, self-motivated individual who has the necessary IT skills, personal attributes. He has **+9 years** of experience in multiple phases of the Software Development Life Cycle (SDLC), Resource coordination & handling, APTTUS CLM implementation (Salesforce), X-author for MS-Word, Apttus migration tool, Legacy contract data migration, Development of web applications and standalone software across several database platforms, Creation of documents like business requirement document etc. He has a good track record of managing and delivering complex functional projects in various environments.

---

### Work Experience

#### **Solution Architect – Apttus CLM Product - Salesforce** (March 2019 – Present)

##### **Tata Consultancy Services, Gurgaon, India**

###### Primary Roles and Responsibilities:

- Requirement analysis and development strategy using Software Development Life Cycle
- Solution Design Document
- Impact analysis based in change request/new requirements
- Configuration of Apttus CLM module
- Development team handling
- X-author for Contracts application for development of templates
- Data migration using Apttus migration tool
- User and Resource training on APTTUS solution

#### **Technical Lead (Architect)** (March 2013 – March 2019)

##### **Mind Merchant Global Pvt. Ltd., Gurgaon, India**

###### Primary Roles and Responsibilities:

- Requirement analysis and development strategy using Software Development Life Cycle
- Business requirement document & Solution Design Document
- Team Handling
- Customization and Configuration of Sales, Service Administrator and End user Training
- Creation of users and Setting up Profiles, Approval process, Workflow Rules, Validation Rules, Page Layouts, Object/Field Creation, Data Loader, Reports & Dashboards, Sharing Rules, Template creation, creation of conditional clauses
- Configuration of Apttus CLM module
- X-author for MS-Word
- Echosign Integration, DocuSign Integration on salesforce
- Legacy data migration
- Deployment of the project
- User and Resource training on APTTUS CLM solution

Other responsibilities:

- Design and Populate specific tables, databases for collection, tracking and reporting of data
- Design databases, stored procedures, reports, views, functions, triggers and data input interfaces using SQL Server and C#
- Check performance of queries using SQL Query Analyzer and optimize
- Software Development (ASP.NET C#, ADO.NET, PHP, MSSQL, MySQL, JavaScript/jQuery)
- Deploying new code base release to UAT and Production Environments.
- Resource allocation and coordination
- Project Deployment guide
- Creation of diagramming and vector graphics application using Microsoft Visio

#### **Freelancer Software/Web application developer (Feb 2012 – March 2013)**

Role and responsibilities:

- Responsible for development of web based applications according to client requirements
- Involved in Software development life cycle team to develop software for client
- Software and Web application testing
- Responsible for level ideas, development, design and testing for online treasure hunt website ([www.braindead.in](http://www.braindead.in))

#### **Technical Support Representative (June 2011 – Feb 2012)**

**Ccubed Solutions Pvt. Ltd., Bangalore, India**

Role and responsibilities:

- Responsible for providing an efficient and professional technical service to clients
- Troubleshooting of varies problem related to computer software, networking
- Implementation of effective methods to troubleshoot IT related issues
- Provided timely online support to users/clients located in different continent

---

## **Projects**

### **1. Project Name: APTTUS CLM Implementation**

**Client:** Entertainment and Media Company

**Platform:** Salesforce

**Roles & Responsibilities:**

- Requirement gathering and documentation of BRD, Deployment Tracker & Workbook
- Project & Team planning (Team of 7 resources)
- Configuration and customization of the solution
- Creation & Implementation of Apttus approval processes (IWA)
- Creation of custom ARF and templates
- Weekly status to stakeholders

### **2. Project Name: APTTUS CLM Implementation**

**Client:** International Pharmaceutical Company

**Platform:** Salesforce

**Roles & Responsibilities:**

- Docusign Integration with Apttus CLM on salesforce
- Improvement in workflow and approval process
- End to end process automation (Creation of agreement to auto activation of the agreement along with approval process and eSignatures)
- Deployment of the solution

3. **Project Name:** APTTUS CLM Implementation

**Client:** Mobile Application Development Company

**Platform:** Salesforce

**Project Management Tool:** Photon Pulse

**Description:** The product has capability to perform full Contracts Lifecycle Management with automatic email notifications.

**Roles:**

- **Implementation:**
  - ❖ Requirement gathering
  - ❖ Workbook and Solution design document
  - ❖ Configuration OOTB solution and integration
  - ❖ Implementation of Approval process and workflows
  - ❖ X-author for MS-Word
  - ❖ Echosign Integration
  - ❖ Legacy data migration using Data Loader
- **Operations Management**
  - ❖ Work with development team to determine application and component processes and provide end-to-end automated solutions.
  - ❖ Handling Development and QA (testing) teams and working closely with teams to complete application.
  - ❖ Provide technical and functional direction in matters of implementing technology within their business processes.

4. **Project Name:** APTTUS CLM Implementation

**Client:** E-commerce Company

**Platform:** Salesforce

**Project Management Tool:** CA Rally Dev

**Description:** The product has capability to perform full Contracts Lifecycle Management with automatic email notifications.

**Roles:**

- **Implementation:**
  - ❖ Requirement gathering
  - ❖ Workbook and Solution design document
  - ❖ Configuration OOTB solution and integration
  - ❖ Implementation of Approval process, creation of conditional clauses and workflows
  - ❖ DocuSign Integration
  - ❖ X-author for MS-Word
- **Operations Management**

- ❖ Work with development team to determine application and component processes and provide end-to-end automated solutions.
  - ❖ Handling Development and QA (testing) teams and working closely with teams to complete application.
  - ❖ Provide technical and functional direction in matters of implementing technology within their business processes.
- 

#### **Academic Qualifications**

- CDAC-Acts, Pune (Passed in 2011)  
PG Diploma in Information System
  - University of Rajasthan, Jaipur (Passed in 2009)  
B.E. (Computer Science)
  - 12<sup>th</sup>, Punjab School Education Board (Passed in 2005)
  - 10<sup>th</sup>, Punjab School Education Board (Passed in 2003)
- 

#### **Certification**

- CEH v7 by EC-Council
  - APTTUS 201 CLM Product (*Salesforce Platform*)
- 

#### **Skills & Knowledge**

- APTTUS CLM implementation (*Salesforce Platform*) and X-author for MS-Word
- Experience of software release, documentation and end-user support
- Object orientated analysis and design
- Project Management Tools: Basecamp, CA Rally Dev
- In-depth knowledge of T-SQL and SQL Server with experience in designing and implementing databases, writing queries, stored procedures, functions, triggers and views
- Frameworks & Tools: NET Framework 3.5 & 4.0, Visual Studio 2008, 2010 & 2013
- Technical skills (HTML5, PHP, ASP.NET, C#, MSSQL, CSS3)

#### **Personal Skills**

- Able to work individually, as part of a co-located team or as part of a distributed global team
  - Keeping up to date with trends and developments in information technology
  - Self-motivated and a quick learner
  - Ability to meet deadlines under pressure
  - Ability to anticipate problems and develop effective solutions
  - Team management and coordination
- 

#### **Current Address**

Ankit Goyal  
#875, Sector – 40,  
Gurgaon (Haryana), India – 122003  
Phone: +91 96946 66869  
Email ID: ankitgoyal06@gmail.com

---