**Sunil Girdhar**

## About Me:

**Sunil_chd@live.com**

**+91- 9876741078**

**Skills & Certifications**

- Certified **Determine CLM** Administrator Professional
- Certified **Icertis** ICM Professional
- **Apttus CLM(Salesforce) – Techno-Functional Professional**
- Certified **Salesforce Admin** Professional
- Certified **ThinkSmart (Now MITRATECH)** (Workflow Management Tool) Functional and Administrator Professional
- Proficient in Microsoft Office tools like Excel, PowerPoint and Visio and similar Business Analysis tools to develop use case diagrams

✓ I Play the role of an Enterprise Solution Architect, transforming business expectations into well architected solutions, using sound architectural fundamentals and leading practices. These solutions are then showcased as PoC's to prospects, with key messaging and value propositioning, thus helping win business and grow revenue for the company.

**Professional Synopsis**

**Icertis**
Designation: Associate Manager| Product and Delivery Team
Location: Pune
Term: May- 2020 to Present

**PricewaterhouseCoopers Private Limited**
Designation: Associate Manager| Contracts and Compliance
Location: Gurgaon
Term: May- 2018 to May 2020

**Elevate Services(Earlier known as "Sumati Group" until acquired by Elevate Services in 2018)**
Designation: Technology Lead | Contracts and Compliance
Location: Chandigarh
Term: Nov – 13 to May 2018

**Dell International Services**
Designation: Resolution Expert(L2 Support)
Term: Oct 10 - Nov 13

# Project Synopsis

- **Apttus CLM(Salesforce) – 6 Years as Engagement Manager and Solution Architect**
- **Number of Global Implementations: 2**
- **Number of Apttus Turnkey Projects: 5**
- **Determine CLM: 1**
- **Icertis: 1**

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- Industries : Pharmaceuticals, Apparel Accessories Sports
- Primary point of contact to provide advisory consulting on approach for **LIBOR transition**
- In order to ensure the successful adoption of CLM tool, conducted onsite trainings for Clients in the **US, Europe** and **APAC** Region
- Played a key role and delivered successful on-time solutions to various enterprise customers
- Integration : (DocuSign/EchoSign), Qliksense, Vendor Master, ERP systems(s) etc.
- Demonstrated capability to drive offshore and geographically spread teams efficiently to reduce cost, with on-time project delivery and very high quality.

**Client Profile:** A multinational pharmaceutical company which manufactures and markets a wide range of pharmaceuticals in India and **overseas**

**CLM Scope: Global CLM Implementation**
**Project Role: Program Manager and Solution Architect**
**Roles and Responsibilities :**

- Helped the client in identifying the CLM vendor which is scalable and can met global contracting needs
- Responsible for conducting Solution Architecture reviews with project teams prior to design and development activities and ensure solution is scalable, is aligned with internal product roadmaps and meets customer's' business requirements
- Responsible for different phases of project lifecycle including Business analysis, Requirements gathering, Solution Design, Test Case Authoring, Build management and supervision, Client interaction, testing and Deployment
- Created Business Requirements Document and converted into System Requirement Specifications Document tying well with the design.
- Analyze existing interfacing systems and understand various technologies involved..
- Developed AS IS and TO BE models for business process mapping.
- Conducted data analysis, requirements gathering sessions and cost/benefit analysis in order to align information technology solutions with business initiatives.
- Used agile methodology of development for all the project requirements given by the BA Team. Also have regular scrum meeting between BA and Developer team to discuss issues and goals fulfilled
- Responsible for Deployments using change sets and ANT Migration
- Responsible for driving Business UAT(Onsite or Offsite)
- Maintained user roles, security, profiles, and workflow rules wherever necessary.
- Interacted with the Apttus|Salesforce.com premium tech support team on a regular basis.
- Worked on Custom Objects and defined lookup and master-detail relationships on the objects. Also created junction objects to establish connectivity among objects.
- Helped integration team for accessing the SFDC data using WebServices.

# Overall Experience Highlights:

| Key expertise |
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| • Seasoned professional with Handson skills in the area of Contract Lifecycle Management tool implementation.<br>• Specialized in working with General Counsel office, Chief compliance officers, Head of Procurement to design, Implement CLM tools implementation strategies and framework and also leads the PMO office to implement the large scale deployments<br>• CLM certified professional(Technology Evangelist) has worked on leading CLM applications like Apttus, Determine, Practice League(CLM) IBM Emptoris and Thinksmart. Also handson experience on Serengeti,CallidusCloud and OpenText<br>• Led multiple engagements across companies to analyze current state of contract management systems and processes, evaluated organizational contract maturity, developed future state vision and business case, gathered detailed requirements, evaluated CLM vendors and formulated implementation plans for execution<br>• Sunil has the Functional and Technical knowledge of integrating CLM applications with eSignature tool(DocuSign/EchoSign), Qliksense, Vendor Master, ERP systems(s) etc.<br>• Leads a team of Business Analysts, Apttus (Salesforce) Developers for large scale implementations and deployment, also instrumental in ensuring Post-go live support and leads a team of support agents (L1-L3)<br>• Experienced in different phases of project lifecycle including Business analysis, Requirements gathering, Solution Design, Test Case Authoring, Build management and supervision, Client interaction, Security Auditing, Testing and Deployment<br>• Responsible for execution of full cycle (end-to-end) contract management software projects with various degrees of supervision, leading requirements gathering sessions and providing high level technical documentation<br>• Responsible for conducting Solution Architecture reviews with project teams prior to design and development activities and ensure solution is scalable, is aligned with internal product roadmaps and meets customer's' business requirements.<br>• Support the development of proposals (in response to RFPs, RFIs and Task Orders), statements of work, and ELAs to include drafting estimation of effort/cost<br>• People Management - Conducting Performance Evaluations & career development discussions. Responsible for team's development & grooming.<br>• Responsible for process improvement initiatives, including maintaining and creating new business procedure documentation, identifying procedural and control gaps, recommending and implementing solutions |