

## Doug Wells, PMP

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### Summary

Accomplished Executive with 17 years of progressive responsibilities in big 5 Management Consulting and Executive Leadership in a Fortune 500 Insurance Company. Experienced in multiple industries including automotive, financial services, consumer goods, and chemical.

Currently serving as the Director of the Program Management Office for BearingPoint's Automotive Practice. Responsible for developing resources, methodologies and tools to provide project and program management to our automotive clients. Also leading the SAP Automotive Practice Lead at BearingPoint. Leading the strategy, business development, and program management for all SAP initiatives in the automotive industry. Working closely with Business Development Managers and Partners on target accounts. Developed account plans for multiple pursuits in the SAP Automotive space.

Over an 11 year period, in the Management Consulting arena, was a member of the Deloitte Consulting Leadership Team responsible for setting the strategy of the region. Led pursuit teams responsible for new business opportunities. Performed and led multiple large-scale IT and Business Transformation implementations. Broad background in all facets of the consulting process, including; setting business strategy, business development, planning and analysis, business case development, budgeting, modeling, business process reengineering, comprehensive project management, quality assurance, client relationship building, and training program development. Experienced in employee recruitment and development, performance evaluations, salary adjustments, and promotion determinations.

Served as a Vice President overseeing the "Business Technology Solutions" function at American Financial Group, Inc. in Cincinnati, Ohio promoting a collaborative corporate executive network and developing shared services functions. Was responsible for managing an \$8.5 million budget for the establishment of Centers of Excellence, instituting a Knowledge Management Framework (including a Knowledge Network, Communities of Practice structure, and an Enterprise Information Portal implementation), leading the Program Management and Process Improvement initiatives, and the development of a Product Management program for large-scale technology products. Responsibilities included the active selling of initiatives and concepts to the 'C' level of the organization.

### Primary Skills:

- **Business Development and Account Management:** led multiple professional services sales pursuits. SAP Account Manager for over 5 years at Deloitte Consulting and Ariel Research. Clients such as; GM-Powertrain, TRW Automotive Electronics, Atofina, Dow Corning, Crompton, and various others.
- **Program Management:** motivates others and establishes mutual commitment to achieve goals. Proficient in managing complex projects with budgets exceeding \$10 million.
- **Process Improvement:** leads operational improvement studies, which have included systems integration and implementations.
- **Knowledge Management:** experienced in identifying knowledge sharing and collaboration opportunities, quantifying benefits to be achieved, designing and implementing the tools and infrastructure that enable a learning and sharing organization to succeed.
- **SAP/ERP:** has led numerous SAP implementations at various clients throughout the U.S. over an 8-year period.
- **Consulting and Sales:** broad background in every facet of the consulting process from inception to completion. Contributed to new business revenue generation of \$26 million. Trained in the Miller-Heiman Strategic Selling methodology.
- **IT Transformation and Integration:** evaluates current state, formulates strategic opportunities, obtains Senior Management support, and turns strategy into reality through rapid implementation.