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| 1335 Stellar Drive  Oviedo, FL 32765 | **Robert A. Wells** | (407) 325-5001  robert.a.wells@gmail.com |

Summary of Qualifications

* Executive level manager with strong engineering background
* Experienced working in multi-site cross matrix organizations across geographically dispersed locations
* Highly competent – able to quickly apply and adapt new concepts, technologies, and techniques
* Detailed planner & operational manager with astute monitoring and controlling of financials

Professional Experience

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| Thales InFlyt Experience **Bid Manager (Function of Global Sales)** | Nov 2015 - PRESENTMelbourne, FL |

Responsible for the development, management and completion of professional, cost effective winning bid proposals in response to Request for Proposals (RFPs) from customers. Managed over $850M in business winning opportunities for inflight entertainment and connectivity systems for airlines around the world. Duties include working with the Sales Manager to develop a successful bid strategy for each proposal and conveying and coordinating this strategy to team members from all functional areas including engineering, legal, program management, finance, supply chain, and customer support to assimilate a winning proposal.

* Established and instituted Thales corporate gate review process within the business group as part of the acquisition of LiveTV
* Responsible for indoctrinating new hires into the department

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| Dynamic Animation Systems **Project Engineer** | Jun 2012 – Nov 2015Orlando, FL |

Project Engineer for the Advanced Simulation Systems Integration Modeling Interoperability Laboratory and Test Environment (ASSIMILATE) under Advanced Simulation Branch (ASB) at the Simulation & Training Technology Center (STTC) part of Army Research Laboratory (ARL) – Human Research & Engineering Directorate (HRED) within US Army Research, Development, and Engineering Command (RDECOM).

Duties include:

* Developed white papers & proposals to obtain government funding for simulation & training research initiatives
* Planning, estimating, and budgeting new research initiatives in order to obtain additional project level funding
* Chief architect for implementing new technologies for live, virtual, constructive and gaming domains to meet training, test, experimentation and acquisition communities within modeling & simulation
* Documenting research findings in Scientific & Technical Reports, presenting and demonstrating prototype architectures. Communicating strategies and recommendations to the Government on how to further develop these prototype technologies to higher technology readiness levels in order to successfully transition the technology to the Army training community
* Attending technology expositions to learn about new technologies and present current research studies in search of synergies with other research initiatives conducted within the research community
* Evaluating research proposals and identifying viable research topics to pursue and allocate funding
* Managing cost, schedule and performance on multiple concurrent projects
* Interfacing, communicating and collaborating with various engineering disciplines and subcontractors to research and develop new technologies within the modeling & simulation industry
* Conducting weekly Integrated Product Team (IPT) meetings with government customers
* Ensuring customer expectations are met while delivering quality product deliverables and CDRLs
* Reporting project financial status for monthly In-Progress Reviews (IPRs)
* Identifying and mitigating risks to reduce or eliminate critical path task dependencies
* Procurement of hardware and software materials required to meet project objectives
* Analyzing technical problems and providing technical guidance and assistance to engineering staff when encountering roadblocks

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| BAE Systems – U.S. Combat Systems **Staff Software Engineer** | Mar 2009 – Jun 2012Orlando, FL |

**Project Engineer – Bradley Advanced Training System (BATS) Pre-Planned Product Improvement (P3I)**

**Project Engineer – Conduct of Fire Trainer (COFT) Pre-Planned Product Improvement (P3I) –** Managed the design, development, integration, test, and acceptance of common hardware and software upgrades for legacy BATS and COFT training systems. Total program portfolio contract value $12M.

* Created basis of estimates (BOEs) for unsolicited proposal leading to contract award
* Developed performance based payment schedule to ensure adequate financing throughout program lifecycle
* Planned Work Break Down Structure (WBS) for cost accounting and future estimating
* Planned and managed Integrated Master Schedule (IMS) to track and manage program milestones
* Developed Program Management Plan (PMP)
* Delivered presentations for program Integrated Product Team (IPT) meetings including: program kick-off meeting, weekly program status reviews, Preliminary Design Reviews (PDR), Critical Design Reviews (CDR), Test Readiness Reviews (TRR)
* Lead installation for CONUS and OCONUS sites including Kuwait, Germany, and Korea in accordance with export control regulations
* Monitored and managed program risks minimizing program cost overruns
* Reviewed and approved all program documentation including hardware/software drawings, bill of materials (BOM) and other various Contract Data Requirements Lists (CDRLS) to ensure accurate and timely delivery
* Provided guidance and mentoring to engineering staff to increase productivity and innovation
* Administered annual performance appraisals to promote and motivate a high performance team

**Capture Manager –** Responsible for over $100M in business winning opportunities responsibilities include:

* Identifying business opportunities and resources required to pursue competitive and unsolicited bids
* Establishing infrastructures, processes, and plans necessary for each bid and managing their execution
* Development and implementation of winning capture strategies
* Developing, maintaining, and executing win strategies for assigned pursuits throughout the capture/proposal process
* Leading the capture team in the preparation of strategy, teaming, solution development, staffing, and pricing
* Ensuring all proposal data in accordance with Federal Acquisition Regulations (FAR)

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| Textron Systems (formally AAI Corporation) **Systems Engineer IV** | Sep 2005-Mar 2009 **Orlando, FL** |

Responsible for engineering and supervision, at the system level for projects and proposals. Engineering management activities including: supervision and development of systems engineering project plans, cost account management for systems engineering work packages, supervision and leadership in preparation of project requirements analysis and systems design documentation reports, production planning, and coordination of hardware/software integration & test activities.

**Shadow Crew Trainer (SCT)**

* Designed and developed the hardware and software architecture for the SCT which began as IR&D initiative within AAI to develop the core competencies enabling market entry into the simulation and training industry which eventually lead to the production of 25 training systems delivered to the Army National Guard

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| Lockheed Martin Simulation, Training & Support **Senior Software Engineer** | Apr 2005- Sep 2005 **Orlando, FL** |

**United Kingdom Combined Arms Tactical Trainer (UKCATT)**

* *Software Lead* – Responsible for managing the integration and development of Interim Digitisation (iDigi) software for the UK Ministry of Defence (MOD)

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| BMH Associates Inc. **Engineering Manager III** | Dec 2004-Apr 2005 **Orlando, FL** |

Responsible for the engineering management of research and experimental software simulations which allow scientists to study and define training requirements for military training systems. Provided domain expertise for large scale, advanced distributed simulation systems using DIS and HLA networks.

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| United Defense L.P. **Senior Simulation Engineer** | Nov 1998-Dec 2004 **Orlando, FL** |

Responsible for full software project lifecycle management from proposal development to final acceptance for all software projects within the Simulation & Training Systems Group. Responsibilities included BOE development, software subcontractor coordination and management, internal software project tracking, software process management, final software test and formal acceptance.

Education

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| **Crummer Graduate School of Business – Rollins College**  **Executive MBA** | **Winter Park, FL** |

* Concentrations in Management, Entrepreneurship and, International Business
* Special emphasis in legal, ethical & social issues
* International studies in Czech Republic and Singapore

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| **University of Central Florida**  **Bachelor of Science - Computer Science** | **Orlando, FL** |

## Post-graduate coursework in Advanced Artificial Intelligence, Computational Neuroscience, and Software Engineering

Publications

Marshall H., Franceschini D., Troung J., Wells R. (2013): “Working Toward an LVC Enterprise Scenario Generation and Initialization Capability”, Simulation Interoperability Standards Organization

Marshall H., Mize J., Elliott L., Troung J., Wells R. (2014): “Development of a Cyber Warfare Training Prototype for Current Simulations”, Simulation Interoperability Standards Organization

Marshall H., Hooper M., Mize J., Troung J., Wells R. (2015): “Cyber Operations Battlefield Web Services (COBWebS) – Concept for a Tactical Cyber Warfare Effect Training Prototype”, Simulation Interoperability Standards Organization

Professional Memberships

VP of Technology: Armed Forces Communications & Electronics Association (AFCEA) – Orlando-Central Florida Chapter

Association of the United States Army (AUSA) – Sunshine Chapter

Project Management Institute (PMI)

Military Experience

United States Marine Corps Reserve

United States Air Force Reserve