

Jelani H. Ellington

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Summary

MIT Sloan educated business manager with international experience and recognized for consistently growing revenues, reducing costs, and increasing efficiencies at Fortune 500 companies. Championed major products from development to launch to market success. Combines strategy, analysis with leadership ability and innovative problem solving skills. Explains complex concepts and gain consensus with management and employees alike.

Business Analysis
Quantitative Analysis
Relationship Management
Operations Management
System Dynamics
Financial Analysis

Process Optimization
Product Development
Systems Design
Systems Engineering
Lean Initiatives
Data Analysis

Six Sigma
Business Process Mapping
Product Management
Financial Reporting
Project Management
Risk Management

Experience

WellPoint Inc - Richmond, VA

2010 – Current

Director - Principal Consultant – WellPoint Consulting Services

Performed as the internal, enterprise-wide consulting arm of the company's strategic leadership, responsible for establishing relationships at the executive level across the company and identifying, leading and implementing a wide variety of continuous improvement initiatives to enhance effectiveness and profitability of the company.

- Engaged with and counsels business unit leadership/management and leads project teams to achieve continuous improvement results, such as reducing cost, improving cycle time, enhancing customer experience, etc.
- Coached business unit management on use of tools for assessing people, process and systems performance.
- Collaboratively partnered with regional process improvement initiatives such as Six Sigma and TQM, to leverage common initiatives, eliminate duplication and ensure alignment with our continuous improvement and innovation core value across the enterprise.
- Established and monitors metrics and measurements and teaches managers to use those tools to manage their environment and hold the improvement gains.
- Provided coaching and mentoring to business project leaders on projects that deliver high return and high strategic value.

Capital One Financial Corporation - Richmond, VA

2006 – 2009

Senior Operations Manager – Business Management Office

Performed as an internal consultant supporting lines of business including Credit Card, Automotive finance, Banking, Mortgage and Point of Sale Line of Business. Conducted research and analysis of business situations, issues and problems to develop recommendations to executives to make key business decisions. Responsible for providing strategy to reduce risk, ensure compliance, reduce costs, grow revenues and increase operational efficiencies. Collaborated with line management providing recommendations and follow up and monitored the launch of various initiatives. Negotiated solutions to ensure maximize results.

- Streamlined eCommerce strategy to incorporate cross selling of products and services
- Analyzed market segments leading to the creation of a new multi-million dollar strategy
- Created enterprise supplier sourcing strategy for maximizing operational efficiencies and identifying emerging technologies to develop business road maps to control expense and achieve risk management targets
- Generated recommendations yielding \$3.3M through benchmark analysis
- Performed due diligence into operational issues for potential acquisition targets to determine operational efficiencies and made subsequent recommendations to integrated acquisitions

Senior Process Manager – Business & Technical Services - Richmond, VA

Applied Six Sigma and Business Process Mapping principles to create controls and processes to improve quality and comply with government, and control risk

- Created and deployed enterprise wide solutions delivery process, controls, and metrics to provide quality improvements across operational initiatives
- Created enterprise wide Access Management processes to comply with Sarbanes-Oxley
- Developed enterprise metric dashboard to provide executives transparency into enterprise-wide operational metrics
- Reengineered chargeback model which provided transparency into operational services and accurate cost analysis for operational services

- Designed and implemented IT governance framework across all lines of business to ensure federal regulatory compliance

General Motors Corporation - Detroit, MI

2000 – 2006

OnStar Business Development & Strategy Manager

Established and communicated the strategic direction of the business unit, conducted financial and strategic analysis investigations for decision making, and formulated and defined direction for strategy roadmaps and domain portfolios. Designed and implemented international OnStar affiliates' franchising model in Brazil, Ecuador, Venezuela, Colombia, China, and South Africa.

- Coordinated companywide scaling and expansion efforts resulting in increased revenue
- Negotiated and defined strategic business relationships and partnerships
- Created safety and security roadmap to implement emerging technology and expand customer base
- Researched competitive intelligence, developed strategic analysis and risk management plan which provided senior management with strategy to optimize competitive edge

Continuous Improvement Leader - Milford, MI

Functioned as large trucks cost reduction initiative lead using Six Sigma methodologies to solve complex issues

- Completed warranty prognostics model to analysis complex warranty patterns which enabled the company to diagnosis issues earlier and avoid warranty costs which were estimate as \$200 M per year
- Eliminated \$1.3M in warranty cost avoidance by applying six sigma principles

Aerodynamics Performance Integration Team Leader - Warren, MI

Functioned as liaison between engineering and design staff and collaborated with design studio to determine the physical parameters of vehicles

- Streamlined the development process by increasing math based methods to reduce dependency on physical properties
- Optimized vehicle test plan to minimize hardware usage and maximize math based solutions resulting in savings of \$4M.

Quality Engineer - Wentzville, MO

Coordinated and managed the development and implementation of new statistical quality initiative for assembly plants

- Conducted cost analysis saving \$125,000 per year on vehicle
- Organized pre-production and production product development planning and improvements reducing assembly time per vehicle by 75 seconds

Design Engineer - Warren, MI

Directed all design work for induction systems for small trucks and crossover vehicles

Ford Motor Company

1998-1999

Product Development Engineer - Hermosillo, Mexico

Lead team member for aerodynamics responsible for the launch of the Ford Focus in US and Mexico

Validation Engineer - Dearborn, MI

Responsible for the validation and durability testing of light duty trucks

Education

University of Maryland

Doctor of Management (In Progress)

Massachusetts Institute of Technology

Sloan School of Management & School of Engineering Systems Design & Management Fellow

Masters Science in Management & Engineering (2005)

Indiana University

Kelley School of Business

Masters of Business Administration; Magna Cum Laude (2003)

North Carolina A&T State University

College of Engineering

BS Mechanical Engineering; Magna Cum Laude (1997)

Skills

Six Sigma Black Belt, Shainin RedX, Lean, Conversant in Spanish