



**Carol Wells**

Sr. Director, Commercial, Medical Affairs, and Government Affairs Training & Development  
**Genentech**

In her current role at Genentech as Senior Director, CMG Training & Development, Carol has responsibility for cross portfolio sales training, management and leadership development, training operations, and functional training that includes marketing, thought leader partnerships, managed care, and medical science.

Carol has been with Genentech since 2004. During her career, she has been a Sales representative, Account Manager, Product Manager, Sales Trainer and has held various field management positions from District Manager to Director of Sales. In addition, she was Director of National Accounts at Sanofi-Aventis and General Manager/Vice President of Sales and Marketing at Elan.

In 2010 Carol was named one of the “Top 100 Most Inspiring People” by PharmaVoice magazine. She has twice served as president of the San Francisco Bay Area Chapter of the Healthcare Businesswomen’s Association (HBA) in the years 2011 and 2013.

At the 2011 HBA Leadership Institute in Washington DC, Carol received the Council of Chapter President’s Award for recognizing a need to reset strategy, develop and motivate chapter leadership team, and focus on the core needs of members. Under her leadership, the chapter increased offerings, gained support of many more volunteers and sponsors and pioneered a new event delivery model. Her clear vision, matched with expertise and enthusiasm, serves as a shining example of true leadership.

Most recently Carol was honored in NYC by HBA as the 2015 STAR of the Year as a Chapter volunteer who stands apart as a truly exemplary role model for others and who has demonstrated a long-term commitment to furthering HBA's strategic goals. Strategic Transformation Achievement Recognition (STAR) nominations are submitted by the scores of HBA volunteer leaders who have seen firsthand the outstanding achievements made by those deserving of this prestigious award.

The Society of Pharmaceutical and BioTech Trainers (SPBT) now called L-TEN (Life Sciences Trainers and Educators Network) elected Carol president of the Board of Directors for the years 2012 and 2013. She was responsible for leading the strategic direction and educational services of SPBT on behalf of the 1,000+ professional members and is currently a member of the board of directors.

In addition, Carol's department, CMG Training & Development has consistently earned Training's *Top 125* and Gold Level CLO Elite Awards.

Carol continues her passion for leadership and gender parity by accepting the Regional Chair for HBA's new regional structure from 2018-2019. She is leading the Pacific Region which currently includes the San Francisco, Los Angeles, San Diego and Seattle, as well as one affiliate, Orange County.

Carol is a graduate of Wellesley College and received her MBA from Rockhurst University.