

**Oliver Wight
Consultants**
Each Oliver Wight consultant has
been successful in making
people-based technologies work
at the highest levels in business

George Palmatier



“ *The size and complexity of the organization meant that we had extreme difficulty in getting focus into our decision-making process. George Palmatier proved invaluable in bringing much needed insight into our behaviors and in helping us to bring positive change across our regional and global planning processes.* ”

*Christopher Brown,
Director, S&OP for Product Portfolio Group,
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George Palmatier, an Oliver Wight principal and board member, has assisted many companies that make everything from soup to satellites in implementing integrated management processes. He is recognized as an expert on Sales & Operations Planning, Integrated Business Planning and Demand Management as well as ERP, Integrated Supply Chain Management and Product Development (IPD). George works with clients to formalize and assimilate their strategic plans into a unified business management process, Integrated Business Planning. With twenty years of experience in sales, marketing, strategic planning, and general management, George has a thorough knowledge of how to achieve sustained results improving business performance. During his 11 years as vice-president of sales and marketing at Bently Nevada Corporation (now part of General Electric), George was responsible for bringing the sales and marketing departments into a well-orchestrated business management process. Bently Nevada was one of the pioneers in developing and implementing Sales & Operations Planning using it as a truly integrated management process. He is also a member of The Council of Supply Chain Management Professionals.

George has authored or co-authored three books:

Enterprise Sales and Operations Planning, The Marketing Edge, and a book entitled Demand Management - Best Practices - Process, Principles and Collaboration.



OLIVER WIGHT

together we make a difference

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