

George Palmatier



George Palmatier 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 thirty 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.

“ 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,
Motorola

George has authored or co-authored four books:

Enterprise Sales and Operations Planning,
The Marketing Edge, and
Demand Management - Best Practices - Process, Principles and Collaboration.
Transition from Sales and Operations Planning to Integrated Business Planning

ADDRESS:

415 Wyndham Crest
Westworth Village, TX
76114-4120

TELEPHONE:

(760) 567-3797

CELLPHONE:

(760) 567-3797

gpalmatier@me.com

WEB:

www.oliverwight.com

Oliver Wight.

OLIVER WIGHT

together we make a difference

Asia/Pacific
131 Martin Street
Brighton, VIC 3186, Australia

Europe, Africa & Middle East
The Willows, The Steadings Business Centre
Maisemore, Gloucester GL2 8EY, UK

Americas
PO Box 368, 292 Main Street
New London, New Hampshire 03257, USA