



# Principal biography

Inspiring  
Business  
Excellence

## Eric Deutsch

Eric Deutsch, principal with Oliver Wight Americas, is a coach and educator who partners with companies to improve their integrated planning and management processes. Eric has 15 years of hands-on experience in implementing Master Scheduling, Demand Management, and Sales and Operations Planning / Integrated Business Planning processes in a multi-national, specialty chemical and biotech company.

Prior to joining Oliver Wight, Eric held several management positions in manufacturing, logistics, and supply chain with Merck KGaA (EMD Chemicals in North America). While working with Merck KGaA, Eric led teams through an Enterprise Resource Planning (SAP) implementation, several mergers and acquisitions, and major corporate restructuring.

Eric is an APICS Certified Supply Chain Professional (CSCP) and a member of the Council of Supply Chain Management Professionals. He received a Bachelor of Science degree in Bacteriology from the University of Wisconsin – Madison.

He was also instrumental in leading their effort to implement Sales and Operations Planning. As project manager, Eric led the S&OP implementation across four diverse business units simultaneously. The divisions achieved significant operational and financial performance results from Sales and Operations Planning. The business received Class A certification from Oliver Wight as well.



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