



# Principal biography

Inspiring  
Business  
Excellence

## Jimmy Dixon

Jimmy Dixon, an Oliver Wight Americas principal and global supply chain management expert, is a consultant and educator providing companies with guidance in development of global Sales and Operations Planning/ Integrated Business Planning processes. While with his most recent company, Westinghouse Electric, as Vice-President, Global Supply Chain Management, he co-developed transformation strategy to deliver \$1 billion in savings. As a global supply chain management expert, he developed and managed their global Sales and Operations Planning process and their integrated supply chain strategy as part of the nuclear value stream to grow global markets.

Jimmy held a senior supply chain position with GlaxoSmithKline Pharmaceuticals with responsibility for distribution, transportation, and import/export functions supporting the U.S. market. He led the successful integration of Glaxo Wellcome and SmithKline Beecham U.S. distribution networks during merger, yielding a \$150 million savings while achieving a 49 percent budget reduction. As a global supply chain management expert, during his five years with Glaxo Wellcome, Jimmy directed the start-up of a North American business unit responsible for supply chain functions supporting more than \$10 billion in sales in 140 international markets. He also spearheaded the global team charged with supply chain performance metrics benchmarking 55 sites against industry best practice.

Jimmy has held key executive positions throughout his 26 years in industry as a global supply chain management expert responsible for improving profits, enhancing value, and delivering savings. His involvement in enterprise-level planning and decision making with top-tier executives has delivered multi-millions in cost savings. He has helped companies overcome complex business challenges and make high-stakes decisions within fast-paced, high-pressure environments.

Jimmy has a BS in industrial technology from East Carolina University.



One Northlake Road  
Columbia, SC 29223  
USA

T: (803) 381-1572

[jdixon@oliverwight.com](mailto:jdixon@oliverwight.com)

[www.oliverwight-americas.com](http://www.oliverwight-americas.com)

### Oliver Wight Americas

P.O. Box 368, 292 Main Street  
New London, NH 03257, USA

### Oliver Wight Asia/Pacific

131 Martin Street, Brighton  
Victoria 3186, Australia

### Oliver Wight EAME LLP

The Willows, The Steadings Business Centre,  
Maisemore Gloucester GL2 8EY, UK