

Oliver Wight Consultants

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



“The depth of knowledge exhibited by the Oliver Wight consultants, and Rob Tearnan specifically, was without question the reason we have succeeded in implementing this process as well as we have. His range of clients, markets, products, and technologies helped all of us by giving us insight into different ways of approaching the various problems we encountered. Rob helped us to understand that by practicing the basics...you can make a huge difference in how the company responds to changing market conditions.”

Brad Hoffman,
Manager, External Manufacturing, Honeywell

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J. Robert Tearnan

Robert Tearnan, an Oliver Wight principal, has extensive experience in designing and implementing business systems to increase effectiveness, reduce costs, and streamline processes. Since joining Oliver Wight, he has participated in over 65 Sales & Operations Planning (S&OP) and Demand Management implementations at manufacturing organizations serving as coach, mentor, and trainer, among many other roles. The companies range in size from \$12 million to over \$22 billion in annual revenue, and industry types include construction products, telecommunications, pharmaceuticals, industrial products, steel, and consumer products. A partial client list includes Weyerhaeuser, Motorola, Honeywell, Moog, Flowserve, Banner Pharmacaps, CTS, Witco, Dorskocil and Carpenter Technology.

Before joining Oliver Wight, Robert held several positions with Molecular Biosystems of San Diego, California, including Business Resource Planning Manager when the firm achieved Class A results with its MRP II system. In addition, he led the Continuous Improvement Team that implemented improvements in the manufacturing and quality organization with annual cost and productivity savings of over \$1 million. Robert also served as president and director of Product Development for Decision Resource Inc., a software firm specializing in total business systems for small businesses, and as a finance analyst at IBM.

Robert has taught college courses in management, business computers, economics, and finance at the University of Hawaii. He received his BA in Business and Economics and his MBA in Finance and Accounting from the University of New Mexico.

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