



Principal biography

Inspiring
Business
Excellence

J. Robert Tearnan

Robert (Rob) 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 more than 75 Sales & Operations Planning (S&OP) and Demand Management implementations at manufacturing organizations, serving as coach, mentor, and trainer, among many other roles.

"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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The companies he has served range in size from \$12 million to over \$22 billion in annual revenue in the construction products, telecommunication, pharmaceutical, industrial products, steel, and consumer products industries. A partial client list includes Weyerhaeuser, Motorola, Honeywell, Moog, Flowserve, Banner Pharmacaps, CTS, Witco, Daskocil, Carpenter Technology, Westinghouse, and ViJon.

Before joining Oliver Wight, Rob held several positions with Molecular Biosystems of San Diego, California, including Business Resource Planning Manager, when the firm achieved Class A results with its Integrated Planning and Control process. 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. Rob 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.

Rob 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.