



# Principal biography

Inspiring  
Business  
Excellence

## Luis C. Torres

Luis C. Torres, a principal with Oliver Wight Americas, has more than 23 years of proven experience in sales, marketing, and supply chain management consulting. He has extensive on-the-job experience in strategic and market planning, sales and supply chain management, product development, and project management. Luis specializes in helping client companies integrate their management processes in order to identify and create growth opportunities and control costs under complex economic times.

“Luis Torres has helped us identify weaknesses and strengths so our company could concentrate on points susceptible to improvement. Luis is a true professional, his support in improving our S&OP process has been very valuable to us.”

Christian Beyer  
President & General Manager, C.A. Cigarrera  
Bigott - Venezuela (British American Tobacco)

Before joining Oliver Wight, Luis was with Nabisco International in Latin America, where he was Director of Supply Chain; responsible for managing the company's supply chain function, from acquisition of raw materials, parts, and machinery through the delivery of finished products, including purchasing, inventory management, and physical distribution. He had responsibility for implementing MRP II and Sales and Operations Planning. Lou was also Vice President of the Latin American Division of Management Systems International, a management consulting firm specializing in quality improvement methods and techniques, re-engineering, and the design of customer-based systems to support process improvements.

Scientists and Engineers (JUSE) in developing and implementing FPL's Total Quality Management Program, earning the company the Deming Award in 1989.

Through his efforts as an Oliver Wight consultant, his clients have managed their businesses toward excellence standards, thus significantly improving their operations and saving millions of dollars. His client companies include: DuPont's Crop Protection, Revlon, Hershey, Johnson & Johnson, Pharmacia & Upjohn, Abbott, British American Tobacco (BAT), S.C. Johnson & Son, and Schick-Eveready, among others.

Luis, who is bilingual, received a BA in education from Fairleigh Dickinson University and his MS in business from the University of Miami. He belongs to a number of professional associations including the American Marketing Association and APICS, and he is certified in Quality Function Deployment and in Management Statistical Tools & Techniques.

Luis spent 19 years with Florida Power and Light Company where he held positions of marketing and sales director, customer service manager, customer systems manager, consumer affairs manager, and coordinator of the Total Quality Management Program. He worked directly with the Japanese Union of



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