

## Oliver Wight Consultants

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



“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)

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# Luis C. Torres

Luis C. Torres has more than 22 years of experience in sales, marketing, information systems and management consulting. He has extensive experience in strategic and market planning, sales and distribution, product development and project management. He specializes in showing client companies proven methods for improving sales and customer service, controlling costs, and policy development and deployment.

Before joining Oliver Wight, Luis was with Nabisco International in Peru, where he was Director of Supply Chain, responsible for managing the company's supply chain function, from acquisition of raw materials, part and machinery through the delivery of finished products, including purchasing, inventory management and physical distribution. He was also responsible for implementing MRP II and Sales and Operations Planning. He 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.

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 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, clients have significantly improved their supply chain operations saving millions of dollars. His client companies include: Johnson & Johnson, Pharmacia & Upjohn, Zenith Goldline (Ivax), Abbott, British American Tobacco (BAT), S.C Johnson & Son, and Schick-Eveready Latin America, 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 & Management Statistical Tools & Techniques.

*Oliver Wight.*  
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