



Principal biography

Inspiring
Business
Excellence

Michael Effron

Michael Effron, Chairman of Oliver Wight Americas and President of Oliver Wight International, is a consultant and educator with professional experience in manufacturing, systems, and commercial roles. Michael's career started on the shop floor improving manufacturing processes. He continues this hands-on approach, coaching individuals and guiding companies to Class A performance in all areas of business planning and execution.

During his twenty years in industry, Michael implemented S&OP/Integrated Business Planning, Supply Management, and Demand Management processes around the world within companies ranging from privately owned manufacturers to the Fortune Global 50. He also was involved with successful SAP implementations while in roles such as Global Demand Manager, Supply Chain Manager, and Global Sales and Operations Director.

As an Oliver Wight principal, Michael has successfully facilitated dozens of S&OP/IBP implementations which have improved his clients' agility, revenue, and profitability. He has also implemented multiple demand and supply management and execution processes, led ERP implementations for clients, and drove the rapid selection and deployment of software tools to support best practice processes. Results range from improved margins due to better demand planning and

pricing management, elimination of millions of dollars of expedited freight costs, simultaneous improvement of manufacturing productivity and customer service, and improved working capital productivity.

Current and former companies that Michael has worked with include BASF, American Standard, Mead Johnson, E.I. DuPont, Stryker Corporation, FMC Technologies, Springs Window Fashions, Mondelez, and Avon. He also has collaborated with the Penn State Center for Supply Chain Research and is currently working with Indiana University's MBA program.

Michael earned his BS in Chemical Engineering from the University of Illinois, Urbana-Champaign, and his MBA from Indiana University. His certifications include APICS CPIM and CIRM.



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