



# Principal biography

Inspiring  
Business  
Excellence

## Donald G. McNaughton

Donald McNaughton, an Oliver Wight Americas principal and board member, is a consultant and educator providing companies with guidance on the design and implementation of effective business processes. Donald has over 30 Sales & Operations Planning implementations under his belt.

Donald has consulted with companies spanning multiple industries including Flowserve, Caterpillar, Motorola, Abbott Laboratories, Heinz, Electronic Arts, Uponor, Weyerhaeuser, ATMI, Simmons Foods, EMD Chemicals, BP, Coca-Cola Enterprises and Covidien. He is known for his passion for client success and focuses on helping clients design and implement effective Sales and Operations Planning (S&OP), Product Management, and Demand Management processes.

Donald has worked in Africa, Europe, and the Americas giving him the ability to effectively

communicate with a wide range of audiences. Before joining Oliver Wight, he held various positions with companies based in South Africa assisting clients with their Business Excellence projects as well as with ERP and finite scheduling software implementations.

Donald is a member of APICS and has received diplomas in Marketing and Sales from the Institute of Marketing Management, Johannesburg, South Africa, and a diploma in Advertising from the International Advertising Association, New York.



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