



# Principal biography

Inspiring  
Business  
Excellence

## Benjamin C. Sellers

Ben Sellers, an Oliver Wight principal and a member of the Oliver Wight Board of Directors, is a coach and educator providing companies with guidance on the design and implementation of effective business processes. Ben has dozens of Integrated Business Planning (S&OP) implementations in his experience. He has global experience working with clients across various industries including ITT Residential and Commercial Water Pumps, Tennant Co., Avon, General Mills, Corona, Mansfield Plumbing, New Balance, American Standard, King Pharmaceuticals, DuPont, and others. He has extensive experience in the Make-to-Stock as well as Make-to-Order and Engineer-to-Order business models from his experience at Caterpillar.



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Ben has "hands-on" experience helping companies achieve significant results in the areas of Integrated Business Planning (S&OP), Demand Planning, Master Scheduling, and Lean Manufacturing. He is currently working with clients to implement and improve their Integrated Business Planning (S&OP) process, as well as the supporting process of Master Scheduling.

Prior to joining Oliver Wight, Ben spent over 13 years with Fortune 100 companies holding various general management, manufacturing, and supply chain positions. His experience

ranges from a large heavy equipment manufacturer, Caterpillar, to a high-velocity manufacturer of commercial building products. At Caterpillar, he was instrumental in their Class A efforts and certification.

As a member of APICS, Ben has served on the APICS Board of Directors and is an active speaker at meetings. Ben received his B.S. in industrial engineering from Texas Tech University. He is a certified Six Sigma Black Belt, lean practitioner, and is dedicated to operational excellence by helping companies work smarter and more profitably.