



Andrea R. Nierenberg, executive coach, networking strategist and consultant is the force behind The Nierenberg Consulting Group.

Called a “networking success story” by *The Wall Street Journal*, Andrea Nierenberg is founder and president of The Nierenberg Consulting Group which focuses on the communication skills that impact the bottom line and to attract and retain more business.

With over 30 years as a leader in sales and marketing, Andrea is an in-demand business expert both at home and abroad. She is a master at helping individuals, associations and companies build their reputation, and enhance their success by improving relationships.

She works with executives on perfecting their Strategic Networking practices, Presentation/Media skills, Client relations, Working With All Personality Styles and Time Management. Her firm partners with an array of the world’s leading businesses in professional services, technology, financial services and media.

Andrea is the author of five business books—all of which have become essential reading for businesses worldwide. Her first, *Nonstop Networking: How To Improve Your Life, Luck and Career*, has been used by companies as a business development textbook and was a top seller at Amazon.com. Her second book, *Million Dollar Networking: The Sure Way to Find, Grow and Keep Your Business* became a textbook for her corporate training clients and has received worldwide media coverage including *Smart Money Magazine*, *The Toronto Sun* and BBC Radio (London).

Andrea’s third book, *Networking Nuggets* is a practical tool for professionals looking for simple ways to boost their business.

Her fourth book—“Networking for College Students and Graduates” was revised and re published in 2017 and continues to be a helpful resource to 'students' of all ages.

Her latest book "Networking That Really Works... So That You Get Results" was published in March 2018.

Andrea works across many geographic and cultural settings with internationally known companies and global conferences. Her work has taken her to more than 45 countries throughout Asia, Europe, India, Africa and the Middle East.

As a respected author and quoted expert, she's been featured in the New York Times, USA Today, and the Wall Street Journal. Andrea's wealth of corporate experience make her a popular expert for television, including Time Warner's Fortune Business Report, Fox News Chicago and PBS/The Business Channel.

Prior to establishing The Nierenberg Consulting Group in 1993, she was publisher and sales director of *Target Marketing Magazine* and served in Corporate America in sales and marketing for companies such as Macmillan Publishing, Avon Products, Saks Fifth Avenue and Ziff Davis Publishing.



Andrea has taught her business development courses to undergraduate and MBA students at some of the nation's top educational institutions, including the University of Chicago, Washington University, and New York University. She is also active in numerous professional associations, including The Financial Women's Association, the Rotary Club and the Chamber of Commerce.

She served on the board for the Boy Scouts of America-Greater New York Councils. Several years ago, she was honored by Office Depot and the National Association for Female Executives as one of their Business Woman of the Year and also received the Direct Marketing Association of New York's Silver Apple Award for her longstanding dedication to the industry.

She is on the board and membership Chair of The Rotary Club of Sarasota and also sits on the Advisory Council of the Ringling College Lifelong Learning Academy and is an Ambassador for the Sarasota Chamber of Commerce.

She is a 2017 Graduate of Leadership Sarasota and a recent SCORE mentor.

A native of Illinois and a longtime resident of New York City, Andrea graduated from Washington University in St. Louis with a degree in Business and Psychology. She now loves living in Sarasota, Fla.

