

Andrea Nierenberg

The Wall Street Journal called Andrea Nierenberg a “networking success story.” She is a master at helping companies build their businesses by improving employee and client relationships. Andrea’s training methods all focus on one principle: take care of your business relationships, and your company will prosper.

With a 25-year sales and marketing background, Andrea heads The Nierenberg Group, a business consulting firm based in New York. Her company works with the world’s leading businesses, such as Citigroup, Time Inc., TIAA-CREF, Food Network, Lehman Brothers, Omnicom, Coach, Tiffany and Douglas Elliman Real Estate.

Andrea speaks in cross-cultural settings around the globe at internationally-known companies and conferences. Her travels have taken her to 25 countries in Asia, Europe, Africa, India and the Middle East, and to such business hubs as Hong Kong, Tokyo, Paris, London, Stockholm, Frankfurt, and Tel Aviv.

As a respected author and quoted expert, she has been featured in *The New York Times*, *USA Today*, *The Wall Street Journal*, *Selling Power*, *Sales & Marketing Management, Inc. Magazine*, *The Associated Press*, *Chicago Tribune*, *Entrepreneur*, and *Training & Development*. Andrea’s wealth of corporate experience makes her a popular expert for television interviews. People recognize her from Bloomberg Business Television, Time-Warner’s Fortune Business Report, Fox News Chicago, Wall Street Journal Weekend, and PBS/The Business Channel.

Andrea’s book, *Nonstop Networking: How To Improve Your Life, Luck and Career*, is used by companies as a business development “textbook” and is a top seller at Amazon.com. Her second book, *Million Dollar Networking: The Sure Way to Find, Grow and Keep Your Business*, has become a “textbook” for her corporate training clients. It has received media coverage across the country and around the world, including *Smart Money Magazine*, *The Toronto Sun*, and BBC Radio (London).

Andrea was honored by Office Depot and the National Association for Female Executives as Business Woman of the Year. She also received a Silver Apple Award from the Direct Marketing Association of New York for her long-time service.

Prior to establishing The Nierenberg Group, Andrea was publisher and sales director of *Target Marketing Magazine*, and was a Dale Carnegie instructor for 14 years. She has taught her business development courses to undergraduate and MBA students at 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 Executive Association of New York, Financial Women’s Association, Advertising Women of New York, and the Rotary Club.

A native of Illinois and a long-time resident of New York City, Andrea graduated from Washington University in St. Louis with a degree in Business and Psychology.

