

## Andrew Sobel

Founder and CEO, Andrew Sobel Advisors



Andrew Sobel is the leading authority on the strategies and skills required to earn lifelong client loyalty and build trusted business relationships. He is the most widely published author in the world on this topic, having written nine acclaimed books on earning clients for life as a trusted advisor. These include the international bestsellers *Clients for Life* and *Power Questions*, and the recently published *It Starts with Clients*, a #1 Amazon bestseller in both Business Consulting and Customer Relations. His books have been translated into 21 languages and sold over 300,000 copies.

Andrew has worked for over 35 years as both a strategy advisor to senior management and an executive educator and coach. He has advised many of the world's leading companies on their client development and growth strategies, including Cognizant, Bain & Company, McKinsey, PwC, Citibank, UBS, Bank of America, Rothschild, Norton Rose Fulbright, Lloyds Banking Group, Booz Allen Hamilton, Deloitte, AON, Ernst & Young, Spencer Stuart, IBM, and many others.

He has been featured in a variety of publications including *USA Today*, *The New York Times*, *Business Week*, the *Harvard Business Review*, *Forbes*, and *strategy+business*, and he has appeared on numerous national television programs. Andrew spent the first 15 years of his career with Gemini Consulting (formerly the MAC Group), where he became a Senior Vice President and Country Chief Executive Officer. He lived and worked in Europe for 13 years and speaks four languages. He graduated from Middlebury College with honors and earned his MBA from Dartmouth's Tuck School. He is the founder and CEO of Andrew Sobel Advisors, an international consulting firm he launched over 20 years ago. He can be reached at <https://andrewsobel.com/>.