



Andrew Winston

Andrew Winston is one of the world's leading authorities on sustainable business and corporate strategy. Ranked among the top management thinkers globally, he helps leaders build thriving companies that tackle humanity's greatest challenges while creating long-term competitive advantage.

KEY TOPICS

- The Net Positive Company: Thriving by Solving the World's Challenges
- The Big Pivot: Building Resilient Businesses for a Volatile World
- Green to Gold: How Smart Companies Use Sustainability for Profit and Growth
- Leading in the Age of Climate Action

BIOGRAPHY

Introduction

Andrew Winston is a globally recognised expert on megatrends, sustainable business, and corporate strategy. Named the #3 Most Influential Management Thinker in the World by Thinkers50, he advises global leaders on how to turn environmental and social challenges into opportunities for innovation and growth. Andrew's message is one of practical optimism: that business has both the tools and the responsibility to build a thriving future for people and the planet.

Professional Background & Credentials

Andrew is the founder of Winston Eco-Strategies, a consultancy that helps executives and companies integrate sustainability into core business strategy. His insights have been sought by some of the world's leading organisations, including 3M, DuPont, Johnson & Johnson, Kimberly-Clark, Marriott, PepsiCo, Trane Technologies, Unilever, and Walmart. Before establishing his consultancy, Andrew advised companies on corporate strategy at The Boston Consulting Group and held management roles in strategy and marketing at Time Warner and Viacom/MTV. His combination of strategic and creative experience informs his ability to translate global trends into clear business imperatives. Andrew is also a trusted Sustainability Advisor to PwC and serves on several corporate sustainability advisory boards. He holds a BA in Economics from Princeton University, an MBA from Columbia Business School, and a Master's in Environmental Management from Yale University.

Books and Publications

Andrew is the author of some of the most influential books on sustainable business of the past two decades. His works have sold over a quarter of a million copies and been translated into 15 languages. His bestsellers include:

- Green to Gold, co-authored with Daniel Esty, the definitive guide to sustainable business and one of Inc. Magazine's all-time "30 Books Every Manager Should Own."

- The Big Pivot, named one of the “Best Business Books” by Strategy+Business, offers a roadmap for thriving in a volatile and resource-constrained world.
- Net Positive, co-authored with former Unilever CEO Paul Polman, selected by the Financial Times as one of its “Best Business Books of the Year.”

He is also a regular contributor to leading business publications including the Harvard Business Review, MIT Sloan Management Review, and The Guardian, where he explores the intersection of corporate purpose, innovation, and resilience.

Speaking Style & Audience Value

Andrew is a dynamic, insightful and highly engaging speaker who brings a rare mix of inspiration and pragmatism to global audiences. His presentations are filled with real-world examples, sharp analysis and forward-thinking strategy. He blends storytelling and data to help leaders reimagine success in an era of disruption, resource scarcity and societal expectation. Whether delivering keynotes for global conferences, leadership meetings or industry summits, Andrew empowers audiences to see how doing good for the world is inseparable from doing well in business. His talks leave decision-makers energised, informed and ready to act.

Awards and Recognition

Andrew’s work has earned widespread recognition across the business world. In addition to his #3 ranking in Thinkers50’s global list of management thinkers, his books have been honoured by the Financial Times, Strategy+Business, and Inc. Magazine as among the most important works in modern business strategy. He has appeared in major global media outlets including Bloomberg, The Wall Street Journal, The New York Times, Time, BusinessWeek, and CNBC.

High-Profile Clients and Engagements

Andrew has spoken on five continents, addressing audiences of top executives and policymakers at prestigious gatherings such as the World Business Forum, the World Innovation Forum, and TED. His clients include Fortune 500 companies, governments, and global industry associations seeking to align profitability with sustainability. [Contact us now](#) for more information on how Andrew can help your leadership team turn sustainability into strategy, resilience into advantage, and purpose into long-term success.

WHAT PEOPLE SAY

“Your talk was so energizing... you did a wonderful job balancing tangible facts, with action to be taken....with great humor along the way. Thanks again for such an inspiring message.”

— President, The North Face

“Winston's approach is ideal for companies working through these tough economic times. Green Recovery shows how companies use technology and green thinking to create smarter, stronger businesses that do well in good times and bad.”

— Chief Environmental Strategist, Microsoft