

## Executive Profile



Andrew Kingery is a consultant specializing in the development of people, organizations, customers and markets. He founded a boutique consulting firm that hardwires organizations to excel at value creation.

Andrew is known as a trusted advisor with keen insight into complex issues. When facilitating and coaching, he is adept at creating a positive environment and shaping new beliefs for greater effectiveness. His Value Practitioner approach is a behavior-based way to ensure clients are intentional and effective about creating value.

Andrew has led many successful brand launches and complex organizational transformations across multinational organizations. This experience led to the creation of the Value Practitioner, a program that makes corporate practitioners more intentional and effective at creating value for their organization in the market.

Prior to founding The White Stone Consulting Group LLC in 2017, Andrew was a Director at Beiersdorf Inc. where he led the US Shopper & Customer Marketing team. Andrew began his career at PricewaterhouseCoopers in the retail & consumer sector and later held a variety of leadership roles with Berwind Private Equity where he helped turnaround acquired consumer brands. He brings 20 years of experience with leading brands in the consumer markets.

Andrew holds a BSBA from The Ohio State University in Accounting and Management Information Systems. He is a certified Lumina Learning practitioner qualified for Lumina Spark and is also a former CPA in the State of Ohio.

Woodworking, running, cycling and kettlebell workouts help keep his mind healthy when he is not reading, writing or spending time with his family of four daughters.

## About The White Stone Consulting Group LLC

The life of an organization depends on its ability to create value for customers or patients and its employees. *But over 90% of people within an organization are unable to explain how value is created.* We help organizations change this to accelerate value creation and growth.

We enable clients to be more intentional and effective at creating value for their people and their customers. Engagement topics include:

- Value Practitioner
- Organizational Change
- Leadership Development
- Go To Market Strategy
- Sales Strategy and Training
- Marketing Strategy
- Innovation Capability
- Customer Strategy
- Customer Insights
- Customer Segmentation
- Research and Insights
- Analytics
- Measurement
- Learning Technology