

# **Eric Lowitt**

**Managing Director at Nexus Global Advisors**

Greater Boston Area, MA, US

Sought-after Future of Business, Innovation, Leadership, and Collaboration Speaker and Expert; Harvard Business Review author

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## **Description**

Globally recognized sustainability, strategy, and leadership speaker and thought leader. Successful business practitioner and researcher with broad business management experience with focus on strategy formulation and execution, organization design and customer acquisition and retention. Current focus on the formulation and execution of the corporate response to sustainability in order to create shareholder and stakeholder value.

Experience in the energy, financial services, manufacturing, technology, consumer products, and retail industries.

Specialties: sustainability, strategy formulation, strategy execution, organization design, post merger integration, analytics, collaboration, customer loyalty, and employee engagement

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## **Availability**

Keynote, Moderator, Panelist, Workshop, Author Appearance, Corporate Training

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## **Industry Expertise**

Management Consulting, Corporate Leadership, Beverages - Non-Alcoholic, Paper and Forest Products, Beverages - Alcoholic, Retail, Banking, Renewables and Environmental, Apparel/Accessories, Corporate Training

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## **Topics**

Competitive Strategy, Sustainability Management, Stakeholder Management, Collaboration and Competition, How to Outperform Your Rivals, Selling to Chief Sustainability Officers, Future of Business, Innovation, Leadership

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## **Affiliations**

The Wharton School, Phi Beta Kappa, Accenture, Deloitte, Clinton Global Initiative

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## **Sample Talks**

## **How Sustainability Will Help You Outperform Your Rivals**

This talk has helped hundreds of executives turn sustainability into the basis for successful competitive strategy for their companies. The talk has three parts. The first part brings sustainability to life for the audience; 2nd a detailed review of the five characteristics of high performance companies that succeed by tying sustainability to their competitive strategies; 3rd a detailed review of Eric's proprietary CLEAR Model - which shows how to tie sustainability to competitive strategy.

## **Selling to Chief Sustainability Officers: Your New Best Clients**

This talk, which can also be a workshop, helps corporate sales and business development teams increase sales and deepen relationships with clients by translating their companies' sustainability efforts into compelling sales points. More and more companies have installed chief sustainability officers to oversee their sustainability efforts. Yet few companies know how to sell to these new executives. This talk will equip your sales force to sell more...and more effectively.

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## **Past Talks**

### **The Future of Business**

SAP Conversations in Vail

### **The Collaboration Economy**

Eric Lowitt Presents The Collaboration Economy to the EU Parliament

### **National Safety Council**

National Safety Council Executive Summit

### **Sustainability, Stakeholder Management, and You**

Clark University Seminar

### **Selling to Chief Sustainability Officers**

Corporate Sales Event for mid-market manufacturing client

### **How to Outperform Your Rivals**

Peloton Innovation Camp

### **How to Outperform Your Rivals**

EnerNOC Smart Energy Conference

### **How to Outperform Your Rivals**

Global Beverage Company

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## **Education**

**THE WHARTON SCHOOL, University of Pennsylvania**

Master Business Administration; Strategic Management and E-Commerce

**Kansai Gaidai University**

N/A Japanese

**UNIVERSITY AT ALBANY, State University of New  
Bachelor of Science Japanese Studies and Finance/ Marketing**

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## **Testimonials**

### **Clay Nesler**

Eric was our keynote speaker at an energy efficiency event that we hold every year in Washington, DC. He did a great job sharing best practices in corporate sustainability to our audience of public and private-sector executives. His presentation style includes engaging visuals (without lots of text) and effective story-telling including real-world examples of the value of sustainability innovation. He has also synthesized his research into a logical and simple framework that the audience can take away to improve the sustainability of their organizations, whether public or private.

### **Bulbul Gupta**

I asked Eric to help educate and inspire our audience on the latest thinking on collaborative and sustainable development by leading corporations, and was very impressed with his creative presentation and ability to make those case studies personable and easy to relate to. His reflections on interviews with CEOs really helps get inside their minds and how they base their decisions on incorporating more social and environmental value into their core business. I had several people coming up to me all day to praise his talk and wish to connect with him again.

### **Tom Davis**

Eric recently discussed "The Future of Value" with a group of senior global executives for Environmental Health and Safety (EH&S) and Sustainability...the timely and provocative discussions between the Corporate Roundtable members and Eric was eye opening and valuable to everyone. I would recommend Eric to other organizations in search of an engaging speaker on the topics of sustainability and business strategy.

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