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Power Sales Analytics Andris Zoltners

Andris A. Zoltners is a professor emeritus of marketing at Northwestern University's Kellogg School of Management and a cofounder of ZS Associates. He has personally consulted for more than 200 companies in over 20 countries. He has spoken at numerous conferences and has taught sales force topics to thousands of Executive, MBA and PhD students.

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Andris A. Zoltners, Founder of ZS Associates, is a Frederic Esser Nemmers Distinguished Professor Emeritus of Marketing at the Kellogg School of Management at Northwestern University, where he had been a faculty member for more than 30 years. In 1983, Professor Zoltners and former Kellogg colleague, Prabha Sinha, founded ZS Associates.

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Andris A. Zoltners is a professor emeritus of marketing at Northwestern University's Kellogg School of Management and a cofounder of ZS Associates. He has personally consulted for more than 200 companies in over 20 countries. He has spoken at numerous conferences and has taught sales force topics to thousands of Executive, MBA and PhD students.

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Sales force effectiveness drives every company's success, but keeping a sales organization at the top of its game is a constant challenge. As experts in the field, Andy Zoltners and Prabha Sinha have helped sales leaders around the world perfect their sales strategy, operations, and execution.

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