

Luxury Roundtable

WORLD'S LEADING NETWORK FOR LUXURY PROFESSIONALS, MARKETERS AND WEALTH MANAGERS

Business at its best

PARTNERS

Meet the Official Partners of Luxury Roundtable

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Brands and marketers working with affluent, wealthy and UHNW consumers rely on luxury leaders and experts to decipher the needs, wants, desires and lifestyles of their audiences. Image credit: Shutterstock

By STAFF REPORTS

Official Partners of Luxury Roundtable

Our partners are highly respected leaders and advisors in luxury across sectors. Feel free to reach out to them and mention Luxury Roundtable. Please note Luxury Roundtable or its parent, Napean LLC, is not responsible or liable for any actions, activities or commitments by our partners, either monetarily or otherwise.

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SUSTAINABILITY



Diana Verde Nieto

Diana Verde Nieto

Global Leader in sustainability, author of *Reimagining Luxury: Building a Sustainable Future for Your Brand*

Argentine-born **Diana Verde Nieto** has more than 20-plus years of experience working with companies at the intersection of sustainability, innovation and impact.

In 2002, Diana founded one of the first dedicated sustainability communications consultancies in the world, breaking new ground in the field of ESG and sustainability. Diana successfully scaled its operations globally and subsequently sold the company in 2008. In 2011, she cofounded Positive Luxury, a sustainability organization that helps luxury companies adapt and transition to a new climate economy.

Diana's output is based on first-hand business experience, having worked with luxury companies of all sizes and industries ranging from beauty, travel and fashion to drinks and jewelry. She also works alongside other consultancies such as Bain & Company as part of its Advisory Network in projects such as NEOM.

Diana holds a degree in global leadership and public policy from Harvard Kennedy School. She has been trained by former United States Vice President Al Gore at the Alliance of Climate Protection and was subsequently honored by the World Economic Forum as a Young Global Leader. Diana serves as an advisor to the United Nations Department of Economic and Social Affairs.

Contact Diana Verde Nieto at diana@verdenieto.com

LUXURY CONSULTING AND MARKETING



Jacques Roizen

DLG (Digital Luxury Group)

DLG (Digital Luxury Group) is an international agency with offices in Geneva, Shanghai and New York that offers social media, ecommerce, CRM, consulting and creative services to luxury brands.

DLG has developed a unique expertise in defining and implementing impactful digital strategies that target sophisticated consumers through a combination of technological knowhow, creativity and luxury savoir-faire.

Jacques Roizen is managing director of consulting at **DLG (Digital Luxury Group)**. He oversees DLG's research and consulting business and helps brands elevate their digital strategies and digital operations in China, by adopting best practices, and designing transformation programs to deliver rapid performance accelerations across the Chinese digital ecosystem.

Before joining DLG, Jacques was CEO of Pandora Greater China, an executive vice president at Baozun (China's largest ecommerce operator) and the China CEO of a large fast-fashion retailer. He also spent 16 years in New York, working with McKinsey and Alvarez & Marsal.

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LUXURY RETAIL



Martin Shanker

Shanker Inc.

Transforming Your Business Through Your People

For more than 25 years, **Shanker Inc.** has worked globally to deliver exceptional results for premier luxury brands.

Facing Today's Challenges

Social media and ecommerce have forever changed today's high-luxury client. The power is now with customers who no longer think they need sales advisors in the same way. Friends and digital influencers have replaced sales advisors as their go-to inspiration. Luxury retailers risk becoming less relevant and ultimately losing revenue.

Relationship FIRST Method

The Shanker Inc. Relationship FIRST Method is founded on the premise that relationships are the new currency for staying relevant in the digital era.

Our behavioral approach, combining neurosciences and emotional intelligence, sets us apart. Through strategic consulting, group training, and one-on-one coaching, we provide organizations with the knowledge and skills to outperform the competition and exponentially improve sales and profit.

About Shanker Inc. founder Martin Shanker

Born into an apparel manufacturing family in New York, Martin graduated with a business degree from the University of Miami before joining Macy's and rising to vice president for accessories and shoes. Throughout his career, Martin's continuous study into how today's high-net-worth clients think and make decisions prompted him to found Shanker Inc. in 1992 with the mission of helping leading global brands *grow their business through their people*.

Martin is a frequent keynote speaker at conferences and a lecturer at both FIT and Parsons in New York. Martin is also a board member of the Aspen Brain Institute. These pursuits led *The New York Times* to acknowledge Martin's unique insights on this topic and refer to him as a "behaviorist." Martin frequently crosses the globe, developing sales and management teams for luxury brands.

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Milton Pedraza

Luxury Institute

Milton Pedraza is founder/CEO of the [Luxury Institute](#). He is globally recognized as one of the world's leading luxury industry experts, as well a leading private investor and entrepreneur in a new category he has coined as Creator Empowerment Technology.

Milton is a shareholder in DataLucent, Cryptid Technologies, Diamond Standard, EmpwrData, Replika Software, Firework and Privatei, among other game changing innovators. He is the most sought-after advisory board member by unique, true game-changing, creator empowerment and luxury startups.

Luxury Institute is a highly trusted research, training, consulting and elite business solutions partner for luxury and premium goods and services brands.

With the expertise of emotionally intelligent luxury, Luxury Institute has helped its clients consistently inspire emotions that deliver extraordinary customer experiences and drive long-term relationships.

In the last 20 years, Luxury Institute has served more than 1,100 luxury and premium goods and services brands through leading-edge solutions developed by the best, most successful minds in the industry. Luxury Institute has built the largest global network of luxury executives, experts, HNW and UHNW individuals and families.

Luxury Institute has conducted more quantitative and qualitative research with affluent, HNW, and UHNW consumers than any other entity and has significantly shaped the way luxury and premium goods and services brands serve HNW and UHNW consumers today.

This expertise has led to Luxury Institute's high-performance relationship building education system, Luxcelerate, and its online education programs, The Mastery of HNW Relationship Building and the Private Client Professional (PCP). Each dramatically improves the emotional intelligence skills and self-mastery skills that drive high-performance HNW relationship building and results.

Luxury Institute has also innovated the Advanced Personalization Xchange (APX) to empower affluent consumers to license their digital platform data to premium and luxury brands they trust legally, securely and privately in exchange for fair value rewards and benefits.

Milton has served on the boards of top-tier luxury brands, as well as tech startups. He is a member of the advisory board at The UHNW Institute and is a frequent speaker at corporate events worldwide. Milton is a highly quoted global luxury industry expert in top-tier media.

Prior to founding the Luxury Institute, his successful career included executive roles at PepsiCo, Colgate, Citibank and Cendant.

Milton is a frequent guest speaker at Columbia, has lectured at Harvard and has been recognized as a top Latin Entrepreneur by Stanford. Milton was born in Colombia, raised in the United States and has served as a senior executive in several countries. He has conducted business in more than 120 countries and speaks several languages.

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Scott Kerr

Silvertone Consulting

Silvertone Consulting is a luxury branding consultancy that thinks sharper and brands smarter.

Our sweet spot is at the intersection of luxury and culture where traditional markers are no longer sufficient to capture the attention and loyalty of high-net-worth consumers.

Led by experienced brand building and luxury expert Scott Kerr, we make our clients feel prepared to face the future and harness the forces of change that are challenging the most widely accepted constructs in luxury branding.

Whether you are a startup or an existing brand, and you are looking to partner with a brand consultancy that combines strategic rigor with bold creative ideas, let us talk.

Scott is also the creator and host of The Luxury Item! podcast. The Luxury Item podcast is recognized around the world as one of the leading podcasts on the business of luxury. In each episode, Scott interviews top leaders from the most influential luxury brands about the topics that matter to people in the industry.

In addition, Scott is an adjunct professor at New York University and the Fashion Institute of Technology in Manhattan where he teaches brand strategy and luxury digital marketing.

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LUXURY RESEARCH AND CONSULTING



Amrita Banta

Agility Research & Strategy

Amrita Banta is cofounder of [Agility Research & Strategy](#), which is a leading insights and consulting firm with a core focus on the affluent and high-net-worth (HNW) consumer.

With more than 3,000 client-success user cases, Agility Research & Strategy determines the best way to extract key insights and deliver actionable recommendations to premium brands looking to capture market share.

Ranked previously as the leading luxury research firm by Luxury Daily, Agility Research & Strategy is a go-to firm for brands seeking to grow their market share.

Personal attention is a hallmark of Agility Research & Strategy, starting at the top.

Amrita is a true expert on global affluent consumers, having carried out more than 500 consulting engagements across various industry verticals and helping grow and develop premium businesses over a 25-year career. She has a deep understanding of how to market to this coveted segment across Asia and around the world.

In fact, Amrita is a frequent speaker on everything premium and luxury on the BBC, CNBC, Bloomberg and other international media and at luxury and travel conferences the world over including The New York Times Luxury Conferences, International Travel and Luxury Market, FT and Global Wellness Summit. She is frequently quoted in leading publications and the press as a go-to person on affluent consumer trends for brands.

Amrita was nominated as one of the Luxury Woman Leaders globally and the only one from Asia in a list of the leading women in luxury.

Contact Jason at jason@agility-research.com

LUXURY RESEARCH AND PUBLISHING



Pamela N. Danziger

Unity Marketing

Pamela N. Danziger leads with research to provide brands with actionable insights into the minds of their most profitable, high-potential customers. She is the founder of market research firm [Unity Marketing](#).

Pam is internationally recognized for her expertise on the world's most influential consumers: the American Affluent. She founded research firm Unity Marketing in 1992 and is a principal with The American Marketing Group and consultant with Affluent Consumer Research Company.

Recognized by her peers, Pam received the Global Luxury Award for top luxury industry achievers presented at the Global Luxury Forum in 2007 and was named to Luxury Daily's Luxury Women to Watch in 2013. She is a contributing columnist to The Robin Report and a senior contributor on Forbes.com.

Prolific writer and blogger, she is author of 11 books, including *Meet the HENRYs: The Millennials that Matter Most to Luxury Brands* and *Shops That POP! 7 Steps to Extraordinary Retail Success*.

Indeed, Pam's latest book, written with co-author Ken Rohl, *The Corporateneur Plan: Your Roadmap from Mid-Career Professional to Entrepreneur*, has met with much acclaim. It has become an Amazon Bestseller in the Knowledge Capital, Business Mentoring and Coaching, and Self-Employment categories and it gets honorable mention in Free Enterprise and Capitalism, too.

Pam holds a B.A. in English Literature from Pennsylvania State University and a M.L.S. from University of Maryland. She lives with her husband in bucolic Lancaster County, Pennsylvania, where horses and buggies ride past her home daily. Living in the country helps maintain her objectivity, a quality of critical importance for any researcher.

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LUXURY DATA AND ANALYTICS



Ali Mirza

AFFLUENTIAL

Affluential is a data, analytics and information services business focused on the affluent and HNW consumer. Ali Mirza, a veteran in the luxury research space, is CEO of the firm.

We deliver cutting-edge data through dashboards using our proprietary data warehouse architecture, DataVault.

Offering a full layer of data solutions and employing the most advanced methodologies, we can help you decode affluent and HNW consumers needs to increase your marketing ROI and bottom-line profitability.

Affluential works with leading premium brands, adding value through a range of services from analytics, consulting and data as a service solutions.

Prior to this, Ali headed the Asia-Pacific region as president of a U.S. NASDAQ-listed top 10 leading global market research company.,

In 2003 he cofounded MarketShare, a Pan-Asian online market research firm specializing in financial services with offices in Singapore, Hong Kong and Shanghai.

Ali started his career as a banker with Credit Suisse First Boston. He is also director and promoter of KAE Capital Fund, investing in early-stage technology companies in India.

We are Truly Fluent on the Affluent

For more information on our subscription and data licenses, reach out to contact@affluential.com

LUXURY CORPORATE COMMUNICATIONS



Florence Quinn

Quinn

Quinn is a global, luxury and lifestyle PR agency that helps clients in travel, hospitality, real estate, food, wine and spirits build audiences, increase revenue and transform brands. Florence Quinn is founder/president of her eponymous firm.

With hubs in New York, Miami, Los Angeles and London, the firm represents blue-chip travel clients, including VistaJet, Fraser Yachts, Beverly Hills, Grace Bay Resorts (Turks & Caicos), Atlantis The Royal Dubai (opening with Beyonc), Zemi Beach House (Anguilla), Hoshino Resorts, Club Med's luxury collection and W South Beach (Miami Beach).

Luxury property clients include developments branded Four Seasons, Mandarin Oriental, Montage and St. Regis.

In FW&S Quinn represents Zuma, Bagatelle, Jose Andreas Group and MR CHOW, as well as Michelin-starred restaurants, in addition to premium drinks brands Brugal 1888 and Kendall-Jackson Wines.

Quinn's services span media, influencer, social-media and digital work as well as partnerships, events, creative ideation and integrated, 360-degree communications strategies.

The firm's numerous awards and recognitions include One of the 50 Best PR firms, Observer; Highest, 5-Star Ranking Forbes' American's Best PR Agencies; Top 100 PR Firm, The PR Net and multiple HSMIAI BEST OF SHOW and Platinum Awards.

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LUXURY BRAND AND RETAIL CONSULTING AND EDUCATION



Abhay Gupta

Luxury Connect and Luxury Connect Business School

Abhay Gupta is founder/CEO of the Luxury Connect consultancy and founder of the Luxury Connect Business School.

Named as one of India's top 100 men of Luxury,' Abhay is widely recognized as India's foremost authority on luxury retail and brand strategy.

Awarded as the 'Luxury retail icon of India,' Abhay has won several recognitions across India, Southeast Asia and Gulf Cooperation Council (UAE, Kuwait, Bahrain, Oman, Qatar and Saudi Arabia) regions.

A jury member of Queen of the World Beauty Pageant' and 'Luxury Lifestyle Awards, Asia and GCC', his recent book '**The Incredible Indian Luxury Bazaar**' has been widely hailed as a one-stop solution for all things complex in the mystical Indian luxury paradox.

A Marshal Goldsmith-certified luxury leadership coach, his efforts to promote and educate the nation about luxury brands and lifestyle led to the creation of **Luxury Connect Business School** as India's first and only luxury business school.

In his capacity as chairman of **Luxury Connect LLP**, he consults brands, businesses and startups across strategy, compliance, talent upskilling, training and development.

With more than three decades' experience, Abhay has been credited to have continually delivered sustainable revenue growth in the luxury, retail, apparel manufacturing and brand launch initiatives amongst other industry-changing functions.

A pioneering veteran of the formative years of the India's liberalized retail economy, he assisted the entry and growth of luxury brands into the country including top names such as Versace, Corneliani, Lacoste, Cadini, John

Smedley, Damat and tween, among others.

In addition, novel private label concepts such as 'Bench & bar' clothing for the legal professional and 'Su Misura' clothing for all shapes and sizes were successfully curated, launched and made profitable by him.

An avid blogger, his sought-after analytical posts are carried by premium publications and research papers have been published in textbooks of the LVMH-sponsored Singapore Management University conferences.

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