

Jeremy Schwartz

Jeremy Schwartz is a former CEO of Pandora and The Body Shop, renowned for delivering business transformation and accelerated growth. Drawing on senior leadership experience at Coca-Cola, L'Oréal and Sainsbury's, he equips corporate audiences with practical strategies to strengthen leadership, accelerate decisions and turn ambition into measurable results.

KEY TOPICS

The Framework - Every keynote is built on the A.C.E. Growth Mindset™ - the operating system Jeremy used to grow some of the world's biggest brands. **The A.C.E. Growth Mindset™** – Ambition. Conviction. Expertise.

- **Make More Money Fast:** How corporate entrepreneurs find growth others have not spotted.
- **AI-tactics corporate entrepreneurs use for growth:** How business leaders can use AI tools to accelerate growth around the world.
- **Leading business transformation at speed:** Lessons from adding €7bn of value in just 8 months at Pandora & Sainsburys.

BIOGRAPHY

Biography

What does it really take to turn ambitious business strategies into exceptional results? Jeremy Schwartz knows because he has done it. From helping create Coke Zero to leading major transformations at Pandora and The Body Shop, Jeremy has built a career out of challenging conventional thinking, unlocking growth and turning bold ideas into commercial success. A former global CEO with more than 30 years of international leadership experience, Jeremy brings a rare combination of strategic insight and hands-on commercial expertise to the stage. He doesn't simply explain what successful businesses should do differently; he shares the decisions, behaviours and leadership principles that have delivered results in some of the world's most competitive markets. Through his practical frameworks and compelling real-world examples, Jeremy challenges leaders to think bigger, act faster and identify opportunities others overlook. His message is clear: sustainable growth doesn't happen through ambition alone. It requires the right mindset, decisive leadership and the ability to turn strategy into action.

Turning Ambition Into Exceptional Business Results

Jeremy's career demonstrates what is possible when ambitious thinking is combined with decisive leadership and disciplined execution. Having held senior executive positions at Pandora, The Body Shop, Coca-Cola, L'Oréal and Sainsbury's, he has repeatedly helped major organisations unlock new growth opportunities and strengthen commercial performance. As CEO of Pandora and The Body Shop, Jeremy led ambitious transformation programmes that generated growth momentum within just eight weeks. His ability to mobilise teams, challenge established practices and focus organisations on commercial opportunities helped deliver sustained improvements in business performance. At Coca-Cola, Jeremy co-created the Coke Zero concept, identifying an opportunity to reach a new consumer segment and helping establish a globally significant product category. At

L'Oréal UK, he led the business to market leadership after twenty years in second place within its category. His experience also includes driving growth at Sainsbury's and co-founding Glorious! Foods with Marco Pierre White. Across these businesses, a consistent theme emerges: Jeremy's ability to identify opportunities others overlook and turn them into measurable commercial results. Today, through his advisory firm Maxius and his international speaking engagements, Jeremy shares these insights with organisations looking to accelerate growth and transform performance. His experience spans more than 75 organisations across 33 countries, providing him with a broad perspective on the leadership challenges facing businesses across industries and markets.

The Leadership Mindset Behind High Performance

Why do some organisations consistently outperform while others struggle to turn ambitious plans into results? For Jeremy, the difference lies in how leaders think, make decisions and mobilise their people. Central to his approach is the A.C.E. Mindset, built around Ambition, Conviction and Expertise. Jeremy demonstrates how organisations can establish more ambitious goals, develop the commitment to pursue them and build the capabilities required to deliver exceptional performance. He also challenges leadership teams to rethink accountability, organisational purpose and the way decisions are made. Rather than allowing complexity, slow processes and competing priorities to hold businesses back, Jeremy shows how leaders can create the conditions for faster execution and greater ownership throughout their organisations. His A.C.T. F.A.S.T. approach builds on these principles, helping organisations cut through complexity, close the gap between strategy and execution, and respond more effectively to changing market conditions.

Unlocking New Opportunities For Profitable Growth

Jeremy believes that many organisations have far greater growth potential than they realise. The challenge is recognising where opportunities exist and having the conviction to pursue them. His Business Stretch framework explores four powerful avenues for expansion: Categories, Customers, Channels and Countries. Drawing on his own experience of creating new products, entering new markets and transforming commercial strategies, Jeremy demonstrates how businesses can use their existing strengths to unlock entirely new sources of revenue. He also explores how organisations can identify hidden profit opportunities, turn sustainability into commercial advantage and navigate the uncertainty created by changing global markets. By combining strategic thinking with practical examples of successful business transformation, Jeremy helps leadership teams move beyond incremental improvements and identify opportunities for more ambitious, profitable growth.

Speaking Style & Audience Value

Jeremy is an engaging, commercially focused and thought-provoking keynote speaker who brings genuine boardroom experience to the stage. His presentations are grounded in the challenges he has personally faced as a CEO, making his insights particularly relevant to senior leaders navigating growth, transformation and uncertainty. Combining compelling business stories with practical leadership frameworks, Jeremy challenges audiences to question conventional thinking and reconsider what is possible within their own organisations. His approach is direct, energetic and focused on results, ensuring that delegates leave with ideas they can put into practice rather than simply inspiration. His keynotes address the issues that matter most to today's leadership teams: accelerating decision-making, strengthening accountability, building growth mindsets, identifying new commercial opportunities and turning strategy into measurable performance. Jeremy's presentations can be delivered as standalone keynotes or combined into a modular Leadership Growth Series, with each session tailored to the organisation's industry, strategic priorities and specific challenges. Whether addressing CEOs,

executive teams or wider corporate audiences, Jeremy provides a compelling combination of inspiration, commercial insight and practical actions that leaders can implement immediately.

Books & Publications

Jeremy is the author of the forthcoming book *Make More Money — A.C.T. F.A.S.T.*, which draws on his extensive experience leading and advising major organisations. The book explores how leaders can overcome complexity, make better decisions and accelerate execution, providing a practical approach to turning ambitious business strategies into measurable financial results.

Why Book Jeremy Schwartz?

Jeremy Schwartz brings something distinctive to the corporate stage: the credibility of a global CEO who has personally delivered the growth, innovation and transformation strategies he advocates. From creating new consumer categories to revitalising established global brands, his achievements provide compelling evidence of what decisive leadership and ambitious thinking can accomplish. For organisations seeking to inspire their leaders, accelerate performance or unlock new growth opportunities, Jeremy delivers more than a motivational keynote. He provides a practical roadmap for challenging established thinking, strengthening execution and achieving exceptional business results. **Contact us** now to book Jeremy Schwartz for your next corporate event and discover how his proven leadership insights can help your organisation think bigger, act faster and turn ambition into results.