



## Biography of Jonathan A. Fink

Managing Director

Jonathan A. Fink has over twenty years experience working with the senior management of manufacturers and high volume importers ranging from small and medium sized enterprises (SMEs) to multi-billion dollar transnational corporations. His ability to understand the complexities of doing business in the global market grows out of years of experience working in and with the international business operations management of manufacturers in a wide range of industries from high technology to labor intensive commodities located in the United States, Southeast Asia and Latin America. As an outgrowth of his extensive in-country experience, he is well versed in achieving success opening up business opportunities in culturally diverse environments. His consultative advice is guided by a clear understanding of the changing patterns of trade and industrial organization that has accompanied the globalization of industry since 1980.

In the early 1990s, after holding post graduate positions as an investment banker with **Thomas James Associates** in Washington D.C. and Manager of Government Relations with the New York based **American Association of Exporters and Importers (AAEI)**, Jonathan took up a position based out of Jakarta, Indonesia where he served as *Export Marketing Advisor* to the senior management of **PT Argo Pantes, Integrated Textile Industries**, one of Asia's largest fully integrated woven textile mill manufacturers. While with Argo Pantes, flagship company of the annual \$2 billion dollar Argo Manunggal Group conglomerate, Jonathan worked with the firm's senior management to resolve and successfully negotiate several technical international trade matters including two anti-dumping cases filed against the company by the European Union (EU) and two high volume multi-million dollar technology licensing manufacturing agreements. In addition, he was in charge of developing and implementing a corporate market diversification plan that resulted in approximately ten million dollars of new textile exports into regional Asian markets in its initial year of implementation. Working on behalf of the management of the conglomerate, he also served on a senior management team that prepared a feasibility study to convert a 10,000 hectare Argo Manunggal owned cocoa plantation in West Sumatra, Indonesia into the production and processing of palm oil for export to industrialized world markets.

In 1996, Jonathan used his experience and core competency in the marketing, export and branding of textiles and apparel to launch **IndoAsean Trade Inc.**, a highly profitable international trading company specialized in extending and rationalizing the SE Asian textile and apparel supply chains for several U.S. and regional Asian based textile importers and manufacturers. While heading up IndoAsean Trade Inc, his firm exported high volume container loads amounting to over \$5 million dollars per year of textile raw materials from manufacturers in Indonesia and SE Asia. In late 1998, at a time when SE Asian markets were undergoing financial turmoil, Jonathan relocated from SE Asia to his company's U.S. based office in San Antonio, Texas. And by the late 1990s his firm pursued a strategy of diversification and expansion into non-textile related consulting services focused on assisting small and medium sized US manufacturers in a wide range of industries to expand operations in the global market. In 2007, the company was formally restructured and re-opened as **TSI Global Consulting, LLC**. Over the past several years the firm has developed a core competency in advising U.S. exporters on export compliance, export licensing and other trade regulatory related matters.

In addition to managing *TSI Global Consulting*, he currently serves on the adjunct faculty for Troy State University where he teaches online undergraduate courses in international political economy. Over the years, he has also served on the full time faculty of economics at Palo Alto College (2003-2007) and has held adjunct teaching positions in international business at St. Mary's University and the University of the Incarnate Word. Jonathan has presented papers at several national and regional conferences including the Academy of Economics and Finance (AEF) and Association of Social Economics (ASE) on topics related to industrial upgrading and economic development in Southeast Asia and Latin America. In September of 2007 he was invited as a guest of the Mayor of Brisbane, Australia to serve as a speaker on a high-level panel of internationally renowned experts that included senior U.S. government officials, at the *Asia Pacific Cities Summit (APCS)* in Brisbane, Australia. He is often quoted and interviewed by the press on key international business and trade policy matters.

With regard to his educational background, Jonathan has completed coursework in a mid-career doctoral degree (Ph.D.) program in International Economic Development at the University of Southern Mississippi where he is a member of the Phi Kappa Phi academic honor society. In addition, he holds a masters degree in international economics from Boston University (1988) and a Bachelors degree in economics from the University of Richmond (1986). He is conversant at an advanced level in both Indonesian and Spanish.

Over the past twenty years Jonathan has gained extensive in-country experience structuring trade and investment transactions for his clients in Indonesia, Thailand, Malaysia, Vietnam, China, India, Japan, Hong Kong SAR, Bangladesh, Philippines, Mexico and the Dominican Republic. His client portfolio includes such companies as Applied Plasma Technologies, LLC, Red Hen Systems Inc., BRD Security Inc., Koolgator Inc., Varieon Corporation, Materials International LLC, Dan River Global Inc., dy-pack USA LLC, Summit Brands Inc., Red Equipment Ltd.-Singapore., Huguenot Laboratories Inc., Rentalex, Inc., Engine Power of Florida, Inc., ID Solutions, Inc., Springs Industries Inc., PT Industri Sandang-Indonesia, PT Adetex-Indonesia, PT Apac Inti Corpora-Indonesia, Textile Malaysia SDN Bhd. and Carolina Textiles-United Arab Emirates.

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