

Albert Beckford Jones

Albert Beckford Jones is Chairman and CEO of Trading & Consulting International, Inc. (TC International (<http://www.GoInternationally.com/>) based in Chicago, with activities in the US and internationally. TC International, a firm which he founded, puts his experience and contacts to work for American businesses, enabling U.S. companies and institutions to bridge the gap between global ambitions and the realities of profitable international business. Mr. Jones assists companies and institutions in the development and implementation of international and global strategies. He provided international advisory and consulting services to [United Technologies](#), [Pratt & Whitney](#), and the [Cleveland Advanced Manufacturing Company](#) (now known as MAGNET: Manufacturing Advocacy and Growth Network) on the evaluation, selection and the set-up of overseas joint ventures. He has provided consulting services to major U.S. and international institutions on business in the U.S., Europe, the Middle East, and South America. Mr. Jones has assisted institutions on the implementation of international agreements in South America; he was the International Investment Banking Consultant to [Key-Bank's](#) senior management— an \$80 billion financial institution for which he led global private equity and capital raising initiatives. He has worked for and held positions with the executive management of leading international and U.S. Fortune 500 companies, served as a Senior Advisor to a prominent Virginia based non-profit foundation on international science collaboration, and he commands a working knowledge of a foreign language.

During the period of 2008 thru 2010, [Mr. Jones was the Senior Advisor to the President of the U.S. Civilian Research and Development Foundation -CRDF](#) and continues to provide expert advice to CRDF through consulting service to support efforts to initiate and coordinate international Science & Technology (S & T) programs in the Middle East and North Africa (MENA) region. [CRDF is a nonprofit organization authorized by the U.S. Congress](#) and established in 1995 by the National Science Foundation. This unique public-private partnership promotes international scientific and technical collaboration, in over 30 countries, through grants, technical resources, and training and [Mr. Jones led CRDF's global business development](#) and international scientific and technical partnerships with foreign governments, corporations and institutions worldwide; contributed to CRDF global strategic plan; established important international institutional relationships for CRDF with the leadership in foreign governments, the private sector; [developed and pursued new business opportunities for CRDF in foreign countries with institutions associated with building knowledge based societies/economies and solutions to address complex global challenges](#) in health, energy, agriculture, security, and human capital development; increased the company's brand awareness, value and equity in the Gulf; laid the groundwork for exploring possible areas of cooperation for CRDF's programs; provide expert advice to non proliferation (NP) staff responsible for developing and implementing civilian nuclear program initiatives; worked to creatively establish innovative industrial and service projects (that promote social and economic development), between CRDF and foreign governments/institutions, to "Offset" part of the foreign government's expenditure on large U.S. (multi-billion dollar) procurement contract.

Mr. Jones was formerly the Chief Financial Officer (CFO) & HR Executive Director of [General Motors \(GM\) largest dealer in the Middle East](#), and one of the largest in the world (AAC), during 2006-2007. AAC provides comprehensive servicing and maintenance for its range of GM vehicles, together with exclusive facilities for its Premium Brand customers of Cadillac, Hummer and Saab vehicles, including AC Delco national networks. Reporting to the Vice Chairman & CEO, Mr. Jones served as Chairman of the company's Executive Management Steering Committee for the Vice Chairman & CEO. He managed a budget of \$370 Million USD associated with assets in excess of \$1.5 billion USD, 6 regional direct finance manager, and a financial organization comprised of 85 regional financial professionals. He also provided functional Human Resource Management over a workforce of 3,000 plus employees, with 6 regional direct Human Resource Managers, and a Human Resource & Administrative organization comprised of 100 plus administrative and human resource professionals; he led the development of the company's Human Resource Annual Operating Plan and related HR Action Plan. Mr. Jones, also, oversaw the improvement of General Motors Dealer Operating Report (DOR). Developed the company's national (strategic) Annual Operating Plan (AOP), approved by the board of directors, covering sales & marketing, operations, organization capability and financials. Set the company's first corporate wide key performance indicators (KPI) relating to its performance in sales, operations, organization capability and financials; established the company's vision and goals and key strategic priorities. Led the development of the company first corporate wide Action Plan and related Plan for Implementation. Prepared the company's Five Year Strategic Plan required by GM. Led the development of the company top 7 objectives. Finalized the company's Authority Matrix, for CEO and board approval.

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Albert Jones' career began in 1983 as Chief Financial Officer and Management Information System Executive for ASTC Corporation, a leading contracting, trading and investment company based in Riyadh, Saudi Arabia. He managed a budget of \$90 million USD associated with \$2 billion in assets. He was, also, responsible for the computerization, re-engineering and consolidation of the corporation's lines of business. He returned (1989) to the U.S. to [First National Bank of Chicago](#) (First Chicago Corp, now known as JP Morgan Chase) as a Corporate Planning Officer. As a member of a five person Executive Support Unit for the Bank's senior executive management team and the [Vice Chairman of the Board](#), Mr. Jones conducted competitive, financial, and strategic analyses of the corporation's lines of business. This was followed by a two-year stint as a special Business Analyst for the [executive management](#) of [British Petroleum \(BP\)](#). At BP, he evaluated proposed capital investments for the Trans-Alaska Pipeline, analyzed the corporation's financial activities in the western hemisphere and advised on key factors impacting profit and cash flow. Later (1993), Mr. Jones was Vice President and Senior Manager of Corporate Strategic Planning for Society Corporation, where he managed the strategy development function for the corporation's lines of business, during the merger between [Society Corporation and Key-Bank \(KeyCorp\)](#). KeyCorp is one of the largest financial institutions in the U.S. Subsequently, Mr. Jones was President of [TC International Inc.](#) (from 1995-2000). From 2001-2003, Mr. Jones was a Financial Advisor [Merrill Lynch's Global Private Client Group](#); he provided investment management advisory services to individual and institutional clients in the U.S. and worldwide. He guided clients through the planning process by developing and implementing comprehensive investment strategies on the diversification of investment assets in conjunction with clients' risk tolerance, liquidity requirements, investment policy and cash flow in order to achieve clients' financial goals. In 2004, he assisted in the development of a financial services business strategy for a full service investment advisory and asset management firm. Mr. Jones was, also, Chairman of [Chicago Securities Corporation](#)—a full service Broker Dealer and U.S. Registered Investment Advisory and Management Company from 2005-2006.



Mr. Jones is an [Alfred P. Sloan Foundation Fellow](#) from both Harvard University and the University of Chicago. He holds two masters degrees. His first [Masters Degree is from the University of Wisconsin-Milwaukee \(1982\) Graduate School of Economics](#) (where he studied under the distinguished Economist, [Professor Marcos Mamalakis](#)) with a concentration in International Finance and Economic Development, where he also earned a BA (1981) in Economics and was [President of the Student Body](#), an [intercollegiate Division I Athlete \(Basketball\)](#), and Recipient of the National Outstanding College Student Award and Princeton University Foundation National Scholar Award ([Albert Jones - Inauguration of the Chancellor \(UWM\)—Part 1](#) and [Albert Jones - Inauguration of the Chancellor \(UWM\)—Part 2](#)). Mr. Jones' second Master Degree is from the [University of Chicago Harris Graduate School of Public Policy](#) (1988) in Policy Analysis and Management. Mr. Jones holds the following National Association of Securities Dealers (NASD) industry investment licenses since 2001: series 7 (General Securities Investment), series 66 (Uniform Securities Investment Agent State law and Investment Adviser), and General Insurance license (Accident Health, Life and Variable contracts).

Mr. Jones has presented speeches at World Leadership and International Economic Forums on subjects related to Economic Growth and International Competitiveness and Global Poverty, such as the [Jeddah Economic Forum](#) ([Albert Jones - Jeddah Economic Forum 2006—Part 1](#) and [Albert Jones - Jeddah Economic Forum 2006—Part 2](#)). He serves as a member of several US and international boards such as the Chairman of the [\(National\) Public Policy International Affairs Board of Trustee \(PPIA\)](#) based in Washington, DC- a consortium of (approximately 40) of America's finest and most respected Graduate Schools offering advanced degrees in public policy, public administration, international relations and related fields; PPIA purpose is to promote the inclusion and full participation of underrepresented groups in public service and to advance their leadership roles throughout United States civic institutions serving domestic and international affairs; [Chicago Council on Global Affairs](#) (Chicago Committee) President's Advisory Circle-one of the largest independent non-profit international affairs organizations in the United States, 1989-2004; [Hampshire College](#), 2007-2009; [Cleveland Council on World Affairs Board of Trustees](#) and honors for exemplary service as a trustee and for outstanding contribution toward increasing international understanding (1991-2000); [National Council of International Programs USA Board of Trustee](#) -an organization committed to promoting international understanding through professional development and cross-cultural exchange, 2000-present; China Roundtable Advisory Council 2004; [Cleveland State University Foundation Board of Trustees](#) 2000-2005; [Lake Erie College Board of Trustees](#) 2000- 2005; [International House Alumni Member](#); [Cleveland Committee of Foreign Relations former member](#) 1990-2003; Club International; [Cleveland Music School Settlement](#) former Board Member 2000-2003; and several [other boards](#) and committees. Mr. Jones is a [native of Columbus, Ohio](#). He and his wife, a Professor of 19th Century American and British Literature, reside in Chicago, Illinois and have one daughter.