



# JEFFREY A. THINNES

## Experience Pre-JTI Inc. (1984-1999)

Jeff began his career as a lawyer representing German family offices and other foreign investors in the US from 1984-1989. In 1990 he joined The Aspen Institute, a values-based leadership and policy institute, serving as Deputy Director in Berlin, Germany (1990-1993) and as Vice President in Aspen, Colorado (1993-1995). While with The Aspen Institute he designed, raised funding for, and moderated numerous high-level policy programs and corporate executive leadership seminars covering a wide range of business and political topics.

In 1996 Jeff accepted the newly-created position of Vice President, Trade & Investment for Daimler-Benz AG (now Mercedes-Benz Group AG) in Washington, D.C. In this capacity, as a "Level 2 Executive" within the Group, Jeff built a team that supported the formation and execution of U.S. and global business development strategies while also managing several sensitive U.S. public relations issues for the company.

## Experience with JTI, Inc. (1999-2024) and SummaForte, Inc. (2021 - 2024)

Following the Mercedes-Benz Group's merger with Chrysler, Jeff founded JTI, Inc. in 1999. In the early years he assisted German companies with the design and execution of US market entry and growth strategies and political engineering plans focused on protecting and expanding US and global business interests. He also supported US companies in assessing their business operations in Europe. Clients ranged from DAX 30 companies to smaller technology companies establishing operations in the US market.

From 2002-2004, based in Munich, Germany, Jeff served as interim Managing Director and successfully executed a turnaround strategy he designed for the Central Europe subsidiary of a US publicly-traded company. From 2004-2006 he served as Co-Managing Partner of a Germany-based professional services firm with offices around the world. There he designed a comprehensive restructuring plan approved by over 80% of the firm's partners.

In 2006, in the wake of a major corruption scandal, Jeff was asked to help Siemens assess and re-build their global compliance program. Since then, in addition to his business strategy counseling, he has advised some of Germany and Europe's largest companies on their ethics and compliance programs. Jeff has personally trained over 3000 managers in sensitive ethics and compliance matters and has individually coached over 140 board members and senior executives on Values-Based Leadership in East and West Europe, Asia, North and South America, the Middle East, and Africa. Jeff has published numerous articles and provided expert commentary for European and US television, radio and print media on a number of issues related to corruption within large international companies and global sports organizations.

In 2021 Jeff embarked on an entirely new adventure with his wife and son, establishing a health & wellness company, SummaForte, Inc. SummaForte ("top strength" in Latin) leverages CBD, other natural nutrients, and innovative production and delivery technologies to create products that enhance human performance and recovery. The company is supported and embraced by top scientists, physicians, athletic trainers and professional athletes and is in its early stages of development. Jeff continues to advise a few select companies on various strategic issues within the scope of JTI.

## Boards & Memberships

### **Georgetown Univ. BMW Center for German and European Studies**

*Former Chairman of the Advisory Board*

### **Rotary Club of Great Falls, Virginia**

*Founder & Chairman of the Board*

Founded largest new Rotary Club worldwide in preceding 5 years

### **Breakthrough Art Organization**

*Founder & President*

Not-for-profit focused on issues of art and basic human rights

### **Spirit of HOPE - Humanitarian Olympians for Peace**

*Co-Founder & Board member*

Engaging former Olympians worldwide in humanitarian projects

### **American Council on Germany**

*Member and Young Leader*

### **Atlantik Brücke**

*Member*

### **Bosch Fellowship**

*Awarded in 1990 (declined due to Aspen Institute Germany offer)*

## Select TV & Print Media

### **Aspen Institute Germany – Transatlantic Relations Topics**

ZDF, Sat.1, Bayerischer Rundfunk, CNN, NBC, ABC, and International New York Times

### **JTI – Anti-Corruption Topics**

CNN, ABC News, BBC Sport, New York Times, Wall Street Journal, LA Times, Foreign Policy

## Guest Professorships

### **Indiana Univ. Maurer School of Law**

*Business, Law, Ethics & Compliance*

### **Thunderbird American Graduate School of International Management**

*European Integration*

### **Georgetown University**

*International Marketing*

### **Indiana Univ. Kelley School of Business**

*Values-Based Leadership*

## Studies

### **Studies in Europe**

- Innsbruck (1976-77)
- Freiburg (1979-80 Rotary Fellowship)
- Kiel (1982-83 DAAD Fellowship)
- Saarbrücken (1984-85 DAAD Fellowship–LL.M European Union Law)

### **Studies in USA**

- Harvard University (Master of Public Administration)
- Indiana University (Juris Doctor)
- University of Notre Dame (Bachelor of Arts– Political Science)

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*Jeff is married to Fionnuala Gallet (Dublin, Ireland) who he met in Saarbrücken, Germany and has four children: Aoibheann, Murtagh, Fionntan and Declan.*

## Contact

**Address:** 9701 Katie Leigh Ct.,  
Great Falls, VA 22066

**Email:** jthinnes@jtiinc.net  
jeff.thinnes@summaforte.com

**Phone:** +1 571 224 4342

**Websites:** [www.summaforte.com/](http://www.summaforte.com/)  
[www.jtiinc.net/](http://www.jtiinc.net/)

**LinkedIn:** [www.linkedin.com/in/jeffthinnes/](http://www.linkedin.com/in/jeffthinnes/)