

Les Janka

President

Les Janka International

Washington, DC

As a consultant to corporations, trade associations and governments, Les Janka offers more than 25 years' experience as an international affairs specialist in the US Government, business and academic institutions. Before starting his company in 1995, he directed the international practice of Venture Associates, the energy utility and telecommunications specialty-consulting unit of Arthur Andersen.

Today, LJI assists American businesses with international expansion strategies and hands-on assistance with foreign sales, joint ventures and project finance services, focused in the Middle East and Africa. In Washington, DC the company assists multinational corporations and foreign governments in contacts with US Government agencies, the US Congress, and international financial and development institutions. From LJI's Northern Virginia location, a special focus has been facilitating contacts between US information technology companies and counterpart CIT entities both private and governmental in Egypt, including participation in and contributions to a number of trade delegations and CIT conferences and workshops in Egypt and Northern Virginia.

From 1964 to 1968, Les worked for the US Information Agency with assignments in Egypt, Guinea, Vietnam and Bolivia. He then served as the Assistant Dean of the School of Advanced International Studies until 1971, when he was appointed Special Assistant to Dr. Henry Kissinger on the National Security Council (NSC) at the White House. He became Senior NSC Staff Member for Legislative and Public Affairs in 1975. Moving to the Department of Defense in 1976, he served as Deputy Assistant Secretary of Defense for Near Eastern, African and South Asian Affairs, and was awarded the Secretary of Defense Meritorious Civilian Service Medal in 1978.

Before joining the Reagan Administration, Les Janka worked as a consultant assisting major European corporations in marketing advanced military technology to the Pentagon. In 1983, after serving in the White House as Special Assistant to President Reagan and Deputy Press Secretary for Foreign Affairs, he joined Neill and Company, one of Washington's premier foreign policy lobbying and public affairs consulting firms. As Executive Vice President, he led that firm's extensive international political and trade advisory practice in the Middle East and Africa and served as a Washington lobbyist and investment promotion liaison for Egypt, Jordan, Pakistan, Morocco, Guinea and Kenya.

A native of California, Les received his Bachelor of Arts degree in Economics from the University of Redlands and his Master of Arts degree in International Economics and Middle Eastern Studies from the Paul Nitze School of Advanced International Studies of the Johns Hopkins University.

1800 North Kent Street, Suite 907 • Arlington, VA 22209 • Tel: (703) 526-9525 • Fax: (703) 524-1005