



Neil V. Shaw

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EMPLOYMENT HISTORY

Uptown Services, Inc. (Denver, CO, 1997 – present)

President and Founder

Responsible for advanced broadband technology practice for consulting firm focused on municipal and public power sector. Assist clients in all stages of the product introduction process - from strategy development and business case, through product development and product launch.

TCI Internet Services, Inc. (Denver, CO, 1996)

Vice President - Commercial Internet Services

Responsible for product development, marketing, distribution and implementation of commercial Internet services (@Work) provided over TCI's cable television infrastructure.

Senior Director - Consumer Internet Services

Responsible for product development, marketing, distribution and implementation of consumer Internet services (@Home Network) provided over TCI's cable television infrastructure.

Jones International, LTD. (Denver, CO, 1994 – 1996)

Vice President - Marketing & New Business Development (1994-1996)

Responsible for establishing Jones Lightwave, Ltd. (JLW) as a regional network provider for telephone, video and Internet services. Also responsible for day to day operation of JLW competitive access networks in Tampa, FL and Atlanta, GA.

Director - New Market Development (1994) Responsible for expanding competitive access provider (CAP) operations into new markets. Also responsible for all business planning, market development, technical design, and sales functions on a national level.

U S WEST Communications (Denver, CO, 1987 – 1994)

Account Manager - Strategic Accounts (1993-1994)

Managed national Sears and IBM account relationship. Prepared and presented large telecommunications contract proposals to Sears and IBM headquarters groups.

Group Manager - New Product Development (1991-1993)

Managed the development and introduction of new products for the interexchange carrier market including; Calling Card Validation Service, 800 Data Base Service, and ISDN Access Services. Served on team that redesigned several key marketing processes in U S WEST.

Group Manager - Enhanced Services Center (1990-1991)

Managed vertically integrated operations department. Responsible for project management, engineering, installation, system administration, and maintenance for Voice Messaging Services.

EDUCATION

University of Colorado at Denver (1995)
MBA, Marketing Emphasis

Iowa State University (1986)
BS, Electrical Engineering