



## Jagat Shah

I have always believed in the philosophy of – “Action @ the speed of thought”. To stay true to it I have undertaken projects and done work in over 22 countries such as India, USA, Canada, Brazil, South Africa, Senegal, Kenya, Tanzania, Uganda, Sweden, Finland, Germany, Serbia, Croatia, Italy, Brunei, China etc. I only take up projects that in its nature demand using innovative approaches. It is only in that challenge that I find my driving force. Operating from my homeland in Ahmedabad, India.

✉ [jagat@globaljagat.com](mailto:jagat@globaljagat.com)

f [facebook.com/globaljagat](https://facebook.com/globaljagat)

in [linkedin.com/in/clusterpulse](https://linkedin.com/in/clusterpulse)  
[linkedin.com/in/mentoronroad-usa](https://linkedin.com/in/mentoronroad-usa)

📞 +91- 98255 06441

🌐 [www.mentoronroad.com](http://www.mentoronroad.com)

## EXPERIENCE

### + Founder

Global Network – an international trade advisory firm.

- We consult corporates and SMEs on international market strategy and approach.
- Have led 114 trade and investment delegations from India to abroad in last 20 years.
- Held B2B meets in 40 countries.
- Hosted 34 trade delegations from abroad to India.
- Delegations were taken for trade and investments, matchmaking with government, public and private sector companies.

### + Founder and Mentor

Cluster Pulse – an economic development agency.

- Have undertaken economic development activities of SME competitiveness and poverty elimination through cluster development approach in 23 countries.
- Implemented cluster development projects for USAID, GIZ, World Bank, IFC, UNIDO, DFID (UK), EU, The commonwealth secretariat, International Labour Organization (ILO), Microsoft, Government of Canada, Government of Oman, Government of Brunei, Government of Senegal, Government of India and several other ministries in India.
- Project leader of Government of India team to design the National Information, Communication technology – ICT policy for SMEs.

### + Founder and Mentor

Global Network Institute – a training school for international trade

- Have conducted 135 batches for teaching international market access.
- Trained more than 4000 CEO's through this institute
- Have conducted additional 450+ international trade sessions in India and abroad.
- Have trained government officers in multiple countries to increase their competitiveness and garnering an environment for private sector business development.

### + Founder and Chief Mentor

Mentor on Road – providing last mile mentoring solutions

- Have traveled by road to 22 states, 35 cities in 65 days in India
- Mentored over 10,000+ companies by traveling 9400+ KMs (5840 Miles) in India. Appointed state mentors all over India.
- Created a network of rural enterprises, start-ups, educational institutions, community-based organizations and SMEs.
- Visited women empowerment institutions and institutions working for differently abled.
- Currently incubating four start-ups under my tutelage.

## PROJECTS

Below mentioned are some of the few projects I have been honored to be a part of, let alone driving them, in my 23 years of professional career.

### + Technology Transfer From India to Senegal

- Because of the increased synergy between Senegal's import and India's export market, this project was undertaken to reduce the reliance of Senegal on imports by using Indian technologies and technical know-how to produce goods in Senegal.
- Did feasibility study and educated locals regarding technical specifications of equipments.
- Provided guidance on contracting and financing.
- Making all the requisite arrangements for procurement and management of spare parts.
- Held a road show with 1500+ participants from agriculture, construction, packing, consumer goods, textiles and other sectors.

### + Brunei Vision 2035

- Promoted the development of local entrepreneurship in Brunei to reduce the over-reliance on oil for stimulating economic growth.
- Developed a National level Cluster Development Policy for the Govt. of Brunei.
- Did a pilot project in food processing, ICT and tourism sector to understand the expectations of stakeholders.
- Developed local channel partners to support the SME clusters.
- Trained SMEs & Government officials on entrepreneurship development.

### + Manitoba Project – Representing the State of Manitoba (Canada) in India

- The project has twin objectives of : 1. Promoting investments from India to Manitoba and 2. For market entry for Manitoba companies in India.
- Facilitated increased trade flow through joint venture partnerships, EXIM deals, technology transfer etc.
- Promote investments from India to Manitoba and conducting 4 seminars a year in India for Manitoba investment promotion.
- Engaging companies from Manitoba with various private and public stakeholders through requirement analysis and market research.

### + Cluster Project in Afghanistan.

- The most challenging project of my lifetime has been in Afghanistan, funded by USAID.
- Worked with 20,000 carpet weavers, 6000 dry fruit farmers, 800 fruit farmers and 2000 handicraft women artisans.
- Increased market reach through Information and Communication Technology.
- Not only did we work to take them out of poverty, but also to made them into exporters with warehouses and offices in the USA, Germany and India.

## **FORTH-COMING PROJECTS**

- + Mentor on Road – USA
  - Traveling to 30 cities in 24 states over a period of 78 days in two legs starting 4 June 2017.
  - Holding interactive sessions with Women business Empowerment Institutions, Start-up Incubators & companies, SME associations and Indian Diaspora to increase the trade and knowledge flow between India and the USA.
  - Providing them with practical information on Indian Market which comprises of 1.3 billion people.
  - Building Joint Venture, Technology Transfer and Trade and Investment Partnerships between India and the USA.

## **QUALIFICATIONS**

- + Masters of Business Administration,  
Delhi University
  - Gold Medalist Holder in International Trade.
- + Certified cluster development practitioner.  
UNIDO/ILO, Turin, Italy.
- + Graduate in Diamond Technology  
Indian Diamond Institute (IDI), Surat.
- + Certified Management Consultant  
ICMI, USA.

## **OTHER ACHIEVEMENTS AND ACTIVITIES**

- + Director of Innovation Warehouse at Indus Innovation Center at Indus University, Ahmedabad, India.  
[www.indusuni.ac.in](http://www.indusuni.ac.in)
- + Vice-Chairman and Director, United States India Importers Council (USIIC) - [www.usiic.in](http://www.usiic.in)
- + Global Network was the co-organizer for:
  - Vibrant Kutch 2015: [www.vibrantkutch.in](http://www.vibrantkutch.in)
  - Vibrant Saurashtra 2016: [www.vibrantsaurashtra.com](http://www.vibrantsaurashtra.com)
  - Vibrant Ceramics 2016: [www.vibrantceramics.com](http://www.vibrantceramics.com)
- + 300+ articles have been published in world press on international trade and cluster development initiatives.
- + Managing trustee of 2 charitable trusts.
- + Have also been actively involved on social projects as a Rotarian since last 20 years.

## **WEB REFERENCES**

- + Global Network: [www.globalnetworkindia.com](http://www.globalnetworkindia.com)
- + Cluster Pulse: [www.clusterpulse.org](http://www.clusterpulse.org)
- + Global Network Institute: [www.gnstitute.com](http://www.gnstitute.com)
- + 60+ Life: [www.60pluslife.org](http://www.60pluslife.org)
- + Mentor on Road – India: [www.mentoronroad.com](http://www.mentoronroad.com)