



**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