



Dr. Jagat Shah

Action @ Speed of Thought

International Business Strategist | Educator | Entrepreneur | Author

Managing Director, Eight Companies | Based in Ahmedabad, India

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PROFILE

Dr. Jagat Shah is one of India's most prolific international business strategists, with over three decades of hands-on experience spanning trade advisory, business education, cluster development, market research, and social entrepreneurship. He holds a PhD in International Business, is a Certified Management Consultant (CMC) from ICMCI USA, a UNIDO-certified Cluster Development Expert, and a Diamond Technologist. He founded and currently manages eight companies in diverse fields.

After completing his studies, Dr. Shah spent ten years working with multinational corporations including Xerox before founding his first company in 1996. Since then, he has built an interconnected ecosystem of organisations that together address the full lifecycle of international trade — from training and research to advisory, cluster development, and rural empowerment. His clients and beneficiaries span governments, multilateral agencies, Fortune 500 companies, MSMEs, start-ups, and village cooperatives alike.

A passionate believer in the power of face-to-face engagement, Dr. Shah has self-driven over 600,000 km across India, the USA, Canada, and other countries over 15 years as part of his Mentor on Road initiative — earning a place in the Book of World Records. He has been featured on all leading television channels globally and his articles appear regularly in the international press. He is a speaker at national and international management schools, a Rotarian, and managing trustee of two charitable trusts.

QUALIFICATIONS & CREDENTIALS

- PhD in International Business
- Certified Management Consultant (CMC) — ICMCI, USA
- Certified Cluster Development Expert — UNIDO
- Diamond Technologist
- 10 years of corporate experience with MNCs including Xerox prior to entrepreneurship

COMPANIES & VENTURES

Global Network *Est. 1996 | For-Profit | Trade Advisory*

Global Network is Dr. Shah's flagship trade advisory firm, working with overseas governments, multinationals, and companies on international trade strategy — covering exports, imports, technology transfer, joint ventures, and investment. The team has a special passion for working with MSMEs, youth start-ups, and women-owned businesses, helping them break into and grow in global markets.

Over 29 years, Dr. Shah and his team have organised, led, and hosted 185 trade and investment delegations from India to 40 countries — one of the most extensive track records of its kind in India. The firm has worked across more than 20 sectors:

- Textiles & Apparels, Pharma, Food Processing, Building Materials, IT, Biotech, Agro, Energy, Gas, Petroleum

- Port & Port-Led Industries, Financial Services, Gems & Jewellery, Tourism, Automobile & Auto Components
- Chemicals & Petrochemicals, Electronic Hardware, Aerospace & Defence, Renewable Energy, Heavy Engineering & Industrial Parks

Delegations: www.globalnetworkindia.com/delegations.php

Global Network Institute (GNI) *Est. 1997 | For-Profit | International Trade Education*

Established in 1997 in Ahmedabad, Global Network Institute is one of India's longest-running international trade training schools. For over 28 years it has equipped business owners — from rural cooperatives and women entrepreneurs to MNC executives and start-ups — with the practical knowledge and global networks needed to become established exporters.

- 241 cohorts of the flagship International Business Programme delivered to date
- 6,800+ business owners trained from India and around the world
- 990 seminars conducted globally on international trade topics
- 192 online Vibrantinars conducted from May 2020 to December 2023 during the pandemic
- GNI Export Club launched in 2024 to serve alumni with value-added export services and peer networks
- Export Fundas podcast launched in 2024, sharing practical export tips via vlogs on YouTube

Institute: www.globalnetworkinstitute.com

Seminars: www.globalnetworkindia.com/seminars.php

Export Fundas: www.exportfundas.com

Cluster Pulse *Est. 2004 | Not-for-Profit | Cluster & Economic Development*

Cluster Pulse implements international market access strategies, technology development, cluster development, import substitution, innovation, and competitiveness projects for some of the world's most influential development organisations. Dr. Shah is widely known within these institutions for his ability to develop innovative project models that are subsequently scaled globally.

- Clients include: World Bank, SIDBI, USAID, UNIDO, GIZ, DFID, GCC, ADB, IADB, The Commonwealth Secretariat, European Union, Nokia, and Microsoft
- Worked in 102 industry clusters across 20 countries — developed, developing, and underdeveloped
- 10 years of USAID-funded economic development work in Afghanistan: trained carpet weavers, dry fruit farmers, and women entrepreneurs in handicrafts — connecting them to global markets
- Currently mentoring Afghan women entrepreneurs online, continuing work that began on the ground
- World Bank-funded Smart Village project (2018–19): created alternate livelihoods for 112 coastal communities, with value addition of farm crops, clean drinking water, 100% toilet coverage, lake rejuvenation, and waste water management

Website: www.clusterpulse.org

Trade & Investment Commissioner — Government of Manitoba, Canada

2007–2016 | *Nine Years*

For nine years, Global Network served as the official Trade and Investment Commissioner for the Government of Manitoba, Canada in India — facilitating bilateral trade, investment, and business development between the two regions.

Dr. Shah and his team have also led and delivered economic development projects in partnership with the governments of the USA, Brunei, Senegal, Oman, the European Union, and India.

Vibrant Markets *Est. 2015 | For-Profit | Market Research*

Vibrant Markets is a global market research firm conducting primary and secondary research for clients in India and international markets. The firm serves companies across multiple sectors and countries, providing ground-level intelligence and analysis to support market entry, expansion, and investment decisions.

Website: www.vibrantmarkets.biz

Smart Village Est. 2017 | Not-for-Profit | Rural Development

Under the Smart Village programme, Dr. Shah and his team work with Indians based in the USA who adopt villages in India and commit to transforming them into smart, self-sufficient communities within 1,000 days. The programme takes a comprehensive approach to village development, addressing livelihoods, infrastructure, sanitation, water, and environmental sustainability.

- 62 villages adopted by NRI (USA) patrons across 19 states of India
- Activities include: creating alternate livelihoods for farming families through value-added food enterprises, clean drinking water access, 100% toilet coverage, village lake rejuvenation, and waste water management

Website: www.smartvillage.biz

Vibrant Women Est. 2021 | Chief Mentor | Women Entrepreneurship

Vibrant Women is an organisation owned and led by a woman entrepreneur, exclusively focused on connecting women-owned businesses from around the world to each other for trade, investment, and collaboration. During the pandemic, the organisation pioneered a work-from-home model that enabled women professionals to support SMEs in accessing global export markets from home.

Website: www.vibrantwomen.biz

Vibrant Expos & Knowledge Summits

Dr. Shah is the co-founder and promoter of a series of regional trade expos and knowledge summits designed to showcase India's industrial strengths and attract global investment — including Vibrant Kutch, Vibrant Saurashtra, Vibrant Ceramics, Vibrant Tamil Nadu, and Vibrant Goa.

Vibrant Goa: www.vibrantgoa.com

MENTOR ON ROAD INITIATIVE

The Mentor on Road initiative is Dr. Shah's personal mission: to self-drive thousands of kilometres across countries, meeting small business owners, start-ups, and entrepreneurs face to face — listening to their real challenges, understanding the ground reality of doing business, and sharing practical insights on reaching global markets. Over 15 years, Dr. Shah has driven more than 600,000 km across multiple countries for this purpose, earning recognition in the Book of World Records.

- **India (2015)** — Self-drove 12,000 km across 22 states from Ahmedabad to Coimbatore to Kolkata and back to Ahmedabad. Met hundreds of small and medium companies and start-ups, mapping their pain points in doing business.
- **USA (2017)** — Self-drove 21,000 km across 35 states and 35 cities over 82 days — from Boston to Tampa to San Diego to Seattle to New York. Met 4,000+ American companies, start-ups, women-owned businesses, and Indian diaspora, delivering presentations on 'New India 4.0 and Business Opportunities for American Companies in India'. Supported by the US Commercial Service, EDC — US Department of Commerce, and Startup India.
- **Canada (2023)** — Completed a cross-Canada drive from Montreal to Vancouver in 21 days.
- **Australia (2026, planned)** — A 52-day cross-country drive: Melbourne — Albury — Canberra — Wollongong — Newcastle — Gold Coast — Gympie — Rockhampton — Townsville — Cairns — Darwin — Broome — Karratha — Geraldton — Perth — Adelaide — Melbourne.

Website: www.mentoronroad.com

PUBLICATIONS

- **Jain Philosophy & Dharma for the Youth of the 21st Century (English)** — An exploration of the relationship between AI science, modern technology, and Jain philosophy — written to help younger generations understand ancient wisdom through a contemporary lens.

- **Shabdon ki Zimmedari — The Responsibility of Words (Hindi)** — A philosophical reflection on the weight and power of language in shaping our lives and relationships.
- **When the Entire World Was Imprisoned / Jab Poora Jagat Qaid Mein Tha (English)** — A practical and personal guide to using lockdown as an opportunity to grow your business from home, drawn from real experiences during the COVID-19 pandemic.

SPEAKING, AFFILIATIONS & PERSONAL

Dr. Shah is a sought-after speaker at national and international management schools and business forums. His articles have been published in leading global publications, and he has been featured on major television channels worldwide. He is a proud Rotarian and serves as managing trustee of two charitable trusts.

He is deeply grateful to his wife Rupal Shah for her constant support and encouragement throughout his journey. His son Nisarg Shah works in AI and data analytics, and his daughter Monisha Shah lives and works in Canada in the field of peace and conflict management.

Hobbies: Stamp collection, coin collection, and hats collection — accumulated from his travels across more than 40 countries.