



19800 MacArthur Blvd., Suite 300
Irvine, California USA 92612

Office: 1.949.224.3896
Fax: 1.949.266.5913

Robert Shaw, Managing Director -- Edwards Global Services, Inc. (EGS)

Robert G. Shaw has over 25 years of experience in international and U.S. business development. His experience includes business-to-business and business-to-consumer market segments and spans both retail and non-retail businesses with publicly traded and privately owned firms. His expertise encompasses strategic planning and tactical execution, from initial market selection to building successful, global businesses.

As Managing Director, Mr. Shaw has helped a number of EGS clients enter new international markets around the world in the Americas, Europe, the Middle East and Asia. While doing so, he has been a featured speaker in recent franchise conferences in countries such as the UK, Germany, Malaysia and Japan.

As a senior international corporate executive for leading franchise brands, Mr. Shaw engineered and led the development of \$100 million international businesses, 600 international retail locations, franchised operations in over 50 countries as well as the development of corporate regional headquarters in Amsterdam, Singapore and Tokyo.



His international franchise expertise helped companies earn prestigious recognition such as *Fortune* magazine's 100 Fastest Growing Companies, *Forbes* magazine's 200 Best Small Companies, *Business Week's* 100 Hot Growth Companies and *Entrepreneur International* magazine's number one international business services franchise.

Mr. Shaw has lectured on the topic of international business development at the University of California at San Diego; San Diego State University; Institute of the Americas; Thunderbird, The Garvin School of International Management; and at numerous International Franchise Association seminars. He was twice elected to the Board of Directors of the World Trade Center of San Diego and currently serves on the US District Export Council of Southern California. He graduated with distinction from the American Graduate School of International Management.

EGS

Using 85+ years of Partner global executive experience, expertise, knowledge, professional network and proprietary, trademarked processes; we help our many, diverse Clients realize the full global potential of their businesses.

rshaw@edwardsglobal.com

Direct: 1.949.419.7429