



Biography for Charlie Tillett



Charlie Tillett is a financial executive who has 20+ years working with VC-backed, early-stage, technology companies and was the founding CFO at two highly successful start-ups in the Boston area. Charlie graduated from MIT Sloan in 1991 with a SM and a concentration in Entrepreneurial Finance. His thesis was on Investment Criteria of Angel Investors using the Venture Capital Network and his team was the third place finisher in the inaugural MIT 10K Business Plan Competition (now the 100K Competition).

After graduating from Sloan, Charlie joined NetScout Systems - a developer of enterprise network diagnostic tools - as employee #9. Over the next decade, he closed two rounds of VC financing and managed the company growth to \$80 million in annual revenue with 250 employees. In 1999, he completed the company's IPO on NASDAQ (NTCT).

In 2003, Charlie joined Reveal Imaging Technologies (www.revealimaging.com), a manufacturer of explosive detection systems for aviation security. At the time Reveal had not even started product development and did not have any funding. He completed a \$1 million Angel round within 90 days, a \$5 million VC round within 6 months and - over the next 5 years - helped the company achieve annual revenue of \$45 million with 80 employees. In 2010, Reveal was sold to SAIC, a west coast government contractor.

As CFO, Charlie has had responsibility for all finance, budgeting, accounting and fund-raising as well as administrative issues including HR, IT, and facilities. Over his career, he has raised over \$125 million in more than a dozen equity/debt funding transactions and participated in multiple M&A engagements. He is an avid skier, completed his first half-ironman triathlon this past summer, and lives in Wayland MA with his wife & 4 children.