

Charlie Tillet



A Sloan '91 alumni with a concentration in Entrepreneurial Finance, Charlie joined NetScout Systems as employee #10 immediately after graduation and - over the next 9 years as CFO - helped the company grow to 250 employees and achieve \$80 million in annual revenue. He was responsible for all finance/HR/IT/administration functions and managed NetScout's IPO in August 1999.

From 2002 to 2007, Charlie was CFO of Reveal Imaging Technologies, a start-up developing innovative explosive detection equipment for airline checked baggage which grew to \$50 million in annual revenue in 4 years. During the past 17 years, Charlie has managed a dozen significant equity/debt fundraising transactions and raised over \$125 million.

For the past year, Charlie has been the business manager for Bernard Lee, a professional poker player with 3 tournament championships, over \$1.4 million in career earnings and an 79th place rank on the Card Player 2007 Player-of-the-year standings.