

**GROW
TRANSFORM
DELIVER**

Charlie Faulkner

Value Delivered:

- **Scale Revenue & Commercial Operations**
- **Raise Capital & Access Public Markets**
- **Build Strategic Partnerships & JVs**
- **Lead International Market Expansion**
- **Guide Boards, Investors & Transactions**



CONTACT

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CONNECT WITH ME:

If your organisation is entering a new market, raising capital or working through a major transaction, I work with founders, boards and leadership teams to set clear priorities and turn strategy into execution.

Please visit my profile:
[Charlie Faulkner](#)

**"GROWTH IS NOT A FORECAST.
IT IS CAPITAL, PARTNERS AND
EXECUTION — OWNED BY
SOMEONE WILLING TO BE
ACCOUNTABLE."**

INTRODUCTION

Charlie is a founder, public-company CEO and commercial operator with 20 years of experience across technology, SaaS, investment and high-growth businesses. His career spans Manage.com, North Block Capital and EdgeMode, where he led the move into the US public markets and the repositioning into AI data-centre and energy infrastructure.

Charlie works hands-on with founders, boards and leadership teams facing a defined growth, capital, market-entry or strategic-change agenda. He challenges assumptions, builds the investor and partner relationships a plan depends on, and takes direct responsibility for turning strategy into execution. Based in Spain, he works across the UK, US and Europe.

HOW I CAN HELP YOUR BUSINESS

- **Growth & International Expansion:** Commercial leadership for businesses entering new markets or lifting performance — building senior customer and partner relationships, including through Manage.com's scale-up from \$0 to about \$100m in revenue.
- **Capital & Public Markets:** Raising and structuring growth capital — equity and note financings and equity-purchase facilities — and guiding businesses through public-market access, investor relations and board governance.
- **Strategic Partnerships & Transactions:** Structuring and negotiating joint ventures, partnerships, acquisitions and asset sales with investors, corporates and infrastructure counterparties across Europe and the Americas.
- **AI Infrastructure & Energy:** Commercial and capital leadership for data-centre, powered-land and energy platforms — from land and power to financing, partners and hyperscaler engagement.