

CHARLTON CUNNINGHAM

820 West Marietta St NW
#1515, Atlanta, GA 30318
Charlton.Cunningham@gmail.com
charltoncunningham.com
404.889.4038

EDUCATION

Southern Polytechnic State University
Marietta, GA
B.S. Architecture, 2011

ASSOCIATIONS

ATL Black Tech Ecosystem
Startup Council, 2017 - Present

Startup Champions Network
Member, 2017 - Present

Georgia Social Impact Collaborative
Steering Committee, 2016 - 2018

SUMMARY

Charlton Cunningham is an Entrepreneurial Ecosystem Builder in Atlanta, GA focused on leveraging social capital, activating nascent networks, and broadening existing networks.

He has over 5+ years of experience as a startup community builder growing, connecting, and supporting stakeholders within the innovation ecosystem, including founders, investors, universities, corporations, and the local government.

EXPERIENCE

Labs Director
Oust, Atlanta, GA
August 2018 - May 2019

Managed network of 20+ startups within the accelerator program, startup studio, and member network.

- Developed and launched Oust Labs startup division as first Labs Director. Brought in 12 companies over my tenure and grew revenue to \$75K.
- Developed curriculum for 12-week accelerator program focusing on value proposition design, revenue assumptions, and investor readiness.
- Secured accelerator partnerships with AWS, Stripe, and HubSpot for Startups.
- Maintained relationships with investor network and program mentors. Helping our startups raise \$160K in seed capital.
- Managed budgets, project timelines and ensured all deliverables were met within startup studio.
- Developed revenue model, marketing strategy, and engagement strategy for member network.
- Created and launched founder-focused event series to drive top of funnel growth.

Startup Community Manager
Shadow Ventures, Atlanta, GA
March 2018 - October 2018

Managed community of 30+ early-stage startups as a part of the AEC Labs program.

- Created and executed an engagement strategy to connect founders with each other and advisors within the network.
- Developed content highlighting relevant tech headlines and industry insights.
- Performed technical due diligence for startups seeking investment from Shadow Ventures.

Executive Director
Startup Atlanta, Atlanta, GA
January 2015 - August 2018

Led overall strategic and operational responsibility for Startup Atlanta and execution of its mission to connect & champion the local startup ecosystem.

- Acted as the face and public representative of the organization including speaking and moderating multiple events.
- Developed, maintained, and supported a strong Board of Directors that met monthly to review progress and make decisions.
- Served as ex-officio member of all standing committees to help coordinate and align all activities ensuring that each committee is performing at a high-level.
- Launched and managed the Startup Pledge, a commitment by Atlanta-based CEOs, including: Kat Cole, Kevin Gellerstedt, Hala Moddelmog, and Jeff Sprecher, to support the local startup ecosystem.
- Co-created InnovATL, an initiative for the city of Atlanta aiming to elevate awareness of the events and break down the silos of Atlanta's top industries, including: fintech, cybersecurity, film/tv, and music.
- Created and coordinated key community events: Atlanta Startup Awards and Atlanta Startup Crawl. Driving engagement within the ecosystem and garnering local press.
- Acted as fiscal steward for the organization and maintained an accurate accounting in financial matters including bookkeeping and payroll.
- Led fundraising & sponsorship activities to ensure the financial well-being of the organization.

Co-Founder & President

HiveATL, Marietta, GA

November 2012 – December 2014

Founded a non-profit that helped connect aspiring

entrepreneurs to the resources and relationships needed for success.

- Managed a team of eight to accomplish key organizational objectives.
- Launched fundraising campaign on IndieGogo to secure initial funding.
- Produced and coordinated multiple sold out networking events each year.
- Created all marketing materials including, visual identity, logos, and event collateral.
- Connected with partners and sponsors to secure funding for events.