Chuck joined NewTek in March of 2008, after a successful tenure at Avid Technology. Chuck is responsible for driving and managing the strategic growth of NewTek's reseller channel, developing and enhancing the company's sales organization, and increasing revenue in its core video and 3D animation businesses. As vice president of sales and service operations at Avid Technology, Chuck managed a \$280 million per year sales and professional services organization, including a direct sales force of more than 50, a service organization of more than 200, and a reseller network of more than 100 companies. He played an integral role in negotiating \$10 million+ contracts with major broadcast networks, including NBC, CBS, ABC/Disney, and Turner Broadcasting. Chuck began his career in digital media at MicroTech Solutions, where he rose to the post of vice president of sales, before his departure in 2000.