

CONTACT

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PROJECTS

Regency Tonic - co-founded a tonic water business and brought a low-sugar product to market

CarFwd - founded an online marketplace for used cars and pitched to VCs in Silicon Valley

NordicBaltic Tech in London - brought 50 Nordic tech start-ups to pitch to 20 VC and angel investors at Google Campus, London

Lokalised / GoKoKo - hyperlocal news start-up originated at StartupWeekend event in Copenhagen

CoworkingLondon - founded and sold an online directory of coworking spaces in London

Future Energy Systems Forum - conceived of and ran invitation-only leadership forum for UK and Nordic offshore wind industry at British Embassy, Copenhagen

UNFCCC COP15 - worked for British government on delivery of 'Leading the low carbon transition' side event at UN conference

CHARLES DAVID OSBORNE

SUMMARY

Entrepreneur, analyst, communications and public affairs professional. Excellent presenter and confident public speaker. Private and public sector experience. As comfortable around start-ups as C-level executives, ambassadors or ministers. Interested in innovation and technology - especially within aerospace, aviation, cleantech, digital and renewables.

EXPERIENCE

OSINTO

Founder | Jan 2020 - present (4 months)
London / Sussex, United Kingdom



Founded new startup specialising in market intelligence, venture-building and investments within the aviation and aerospace industries.

Focused on areas of innovation including sustainable aviation, Urban Air Mobility (UAM), electric vertical takeoff and landing (eVTOL) aircraft, drones / Unmanned Aerial Vehicles (UAVs) and commercial / new space.

BOULTBEE FLIGHT ACADEMY

Head of Operations | March 2019 - June 2019

Director of Sales and Marketing | November 2016 - February 2019

General Manager, Flying with Spitfires | September 2015 - December 2017
Goodwood Aerodrome, United Kingdom



Range of roles for family-office backed vintage aviation business specialising in Spitfire flight experiences and warbird flight training.

- Brought in to setup new venture offering helicopter flight experiences in formation with vintage warbirds - 'Flying with Spitfires'
- Responsible for business unit P&L and all associated activities from commercial negotiation, aircraft charter, pricing and website through to ground operations and pilot and passenger briefings
- Flew c. 500 passengers over two seasons and achieved break-even before business unit closed due to business rationalisation
- Progressed to sales and marketing role at parent company
- Full spectrum of on- and offline sales and marketing activities from PR, events, TV and radio to pay-per-click and social media management
- Achieved coverage on outlets including BBC, ITV, Sky News, Daily Mail, Daily Telegraph, Metro, Robb Report, Vanity Fair, History Channel
- Introduced 360-camera technology for in-flight recording and in-house production of 600+ 4k videos / year generating £100k extra revenue
- Managed air display activities from pricing and sales through to airspace assessment, flight planning and regulatory filings
- Took on operational role maintaining oversight of VFR flight operations for a small fleet of vintage aircraft across up to five locations

EDUCATION

BA English Literature, University of Durham (2003-06)

Hurstpierpoint College (1997 - 2002)

LANGUAGES

English (native)

Danish (intermediate)

OTHER

Courses: Introduction to Machine Learning (Coursera/Duke) & Intro to Self-Driving cars (Udacity)

Commissioned and project managed 2 x iOS Apps

PRINCE 2 Foundation

BVCA's 'Introduction to Venture Capital & Private Equity' course

Training for Fixed Wing Private Pilot's Licence (PPL, SEP)

Amateur drone pilot

PADI Open Water diver

Joined MENSA aged 7

TRAVEL

Visited 49 countries across five continents

Patagonia to Panama overland

Hong Kong to Helsinki by train

6,500 mile US road trip

Volunteer English teacher for Nepali NGO

VentureScout / Starupbootcamp FinTech

Technology Scout | Contracts from April 2014 - October 2015
London, United Kingdom / Copenhagen, Denmark



Worked on a variety of freelance contracts as a start-up / technology scout for European entrepreneurs and their startup accelerators.

- Sourcing start-ups for corporate clients across a range of industries from blockchain and bitcoin to IoT and sharing economy
- Support on buildup of FinTech accelerator programmes in new markets
- Sourced start-ups for the MasterCard StartPath accelerator
- Global search and assessment of FinTech companies for Startupbootcamp FinTech London, backed by Lloyds, SBT Ventures

British Embassy to Denmark

Foreign Direct Investment Adviser | August 2011 - April 2014

Market Adviser - Renewables, Cleantech | September 2009 - August 2011
Copenhagen, Denmark



- Delivery of strategic investment services to Danish companies expanding in/to the UK, focused on renewable energy sector
- Actively hunted for new prospects, maintaining a pipeline of 50+ cos.
- Landed 22 separate FDI project wins, exceeding all targets
- Undertook public speaking engagements as official representative of the British government, hosted events incl. Ambassadorial dinners
- Arranged, prepared briefings for and attended company visits with CEOs, Ambassadors and Ministers eg. at Maersk, Siemens, Vestas
- Promoted targeted business opportunities in the UK and Denmark through eg. trade missions, VIP dinners, forums and seminars
- Conceived and managed delivery of several new initiatives to promote the UK including the 'Future Energy Systems Forum', 'NordicBaltic Tech in London', 'Ports, Pies & Partnering' and 'London Calling'
- Delivered chargeable market entry & business development services to UK companies, pitching complex products / services incl. permanent magnet generators, energy displays and weather modelling software

iCrossing UK (formerly Spannerworks)

Senior Analyst - Content & Social Media | March 2007 - April 2009

Paid Search Analyst | August 2006 - March 2007

Brighton, United Kingdom



- First hire into Social Media division at agency that grew from 30 to 600+ staff in under three years through organic growth and acquisition
- Managed project teams delivering digital strategy services in UK & US to BAA, Bank of America, Barclays, Channel 4, Electronic Arts, Porsche
- Presented research findings to senior executives at client workshops
- Managed 'pay-per-click' advertising campaigns for up to 20 clients
- Worked closely with developers on production of cutting edge software tools for social network data collection, analysis and visualisation
- Responsible for up to £500k annualised media spend
- Trained and mentored new hires in UK and Germany