

CHARLES FORTNER

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[Personal Website](#) • [LinkedIn Profile](#)

Results-oriented leader with a proven track record in telecom infrastructure, project management, and business development. His expertise spans strategic client relations, operational efficiencies, and team leadership. An MBA graduate and nationally recognized entrepreneur, Charles excels in navigating complex projects from conception to completion, showcasing exceptional financial, managerial, and technological acumen.

Core Skills:

- Financial (MBA)
- Entrepreneur (nationally recognized)
- Project Management (PMP) /SCRUM (CSM)
- Management & Leadership
- Wireless Telecom Infrastructure
- Client & Vendor Account Management
- Architectural & Engineering Management
- Real Estate

PROFESSIONAL EXPERIENCE

10/2020 to 10/2023 **Site Acquisition Department Manager**
Network Connex – Glendale, CA remotely from Columbus, OH

- Directed the real estate entitlements process for a diverse range of projects, including site hardening, new builds, lease renewals, fiber entitlements, modifications, and backhaul infrastructure.
- Spearheaded the development and implementation of innovative project management strategies, significantly streamlining operations and enhancing efficiency.
- Managed a team of agents for effective lease negotiations, ensuring legal compliance and engineering standards across multiple projects.
- Leveraged advanced technologies (Microsoft Power Platform, PowerApps, Salesforce, Dataverse) to create and deploy custom online project management systems, tailored for telecommunications sector requirements.
- Oversaw comprehensive lease management tasks, from preparation using client templates to negotiating terms and securing legal approvals.
- Conducted meticulous review and redlining of architectural and engineering drawings to uphold project integrity and compliance.
- Administered financial oversight, including the request and management of purchase orders, to ensure alignment with project budgets and timelines.

01/2019 to 07/2019 **Director – Professional Services**
Centerline Solutions – Golden, CO remotely from Columbus, OH (company closed 07/2019)

- Led business operations across emerging markets, establishing and nurturing direct relationships with key clients like Verizon, T-Mobile, Crown Castle, Ericsson, and AT&T.
- As Program Manager, showcased leadership in managing services including real estate, architectural & engineering, project management, and utility coordination for both new and modified projects.
- Implemented change management strategies, designed and executed training programs enhancing Centerline's project management processes and system efficiencies.
- Directed team leadership across RF, Site Development, A&E, Field Operations, and Construction, fostering a culture of safety, integrity, and quality.
- Spearheaded business development efforts, expanding the customer and project base within and beyond the wireless service provider sector, including municipal, state, and federal government sectors.
- Drove team development, offering skill enhancement opportunities to staff and managing recruitment to support both existing work and growth.
- Applied over 10 years of direct leadership experience in network implementation within the wireless telecommunications industry to achieve outstanding results.

08/2005 to 12/2018 **Senior Project Manager**
Centerline Solutions – Honolulu, Hawaii

- Acted as the primary liaison, efficiently managing thousands of client-specific technology projects to drive corporate growth and enhance market penetration for new/upgraded wireless communication sites.
- Ensured smooth project progression by maintaining regular communication with client project managers, monitoring critical milestones throughout the development phase.
- Selected Accomplishments:
 - Successfully managed 50 to 400 projects concurrently, with project values ranging from \$100k to \$1mil each.
 - Oversaw project budgets, including client and vendor purchase orders, ensuring financial accuracy and compliance.
 - Led a diverse team of SMEs (Subject Matter Experts) in engineering, real estate, land use, construction, environmental, and architectural disciplines.
 - Developed and implemented training, management, and mentoring programs for in-market teams of 8-14 members, enhancing team capabilities and project outcomes.
 - Utilized comprehensive project management processes from initiation to closing, encompassing contract negotiation, work breakdown structure maintenance, scheduling, budgeting, billing, monitoring and control of internal/external teams, client status meetings, and the delivery of high-quality deliverables and closeout documentation.
 - Established a track record as the top annual producer for the office, consistently delivering exceptional results and driving revenue growth year over year.

*As an entrepreneur who founded Island Page, Charles spearheaded the company's development into a prominent telecommunications service provider, amassing a 30,000-strong subscriber base. He designed and executed a statewide wireless network, led a multifunctional team, and drove business growth through strategic sales and marketing initiatives. His efforts culminated in the profitable sale of the company, after which he continued to provide valuable consultancy. This role showcased his entrepreneurial spirit, strategic vision, and operational expertise.

EDUCATIONAL BACKGROUND

Master of Business Administration – UNIVERSITY OF PHOENIX, Honolulu, HI
Bachelor of Science in Finance – THE OHIO STATE UNIVERSITY, Columbus, OH

Professional Development:

Project Management Professional (PMP) - Project Management Institute

Certified Scrum Master (CSM) – Scrum Alliance

Dale Carnegie Training: Effective Communications & Human Relations • Leadership Training for Managers • High-Impact Presentations

Federal Bureau of Investigation (FBI) Citizens Academy: Invitation only opportunity to discover the inner workings of the FBI through 8 weekly classroom trainings.

Technical Skills:

Operating Systems: Windows, Linux

Tools: Office365, Microsoft Teams, Salesforce, Microsoft Power BI, Project Management Apps, Visual Studio Code (basic), Microsoft Dataverse, Microsoft PowerApps, Microsoft Power Automate

Languages: VBA (basic), Python (basic)

Associations:

Bishop Museum Association Council: Past President, Past Council Member (10k General Members)

Rotary Club of Kahala Sunrise: Past President, Director, Foundation Chair, Assistant Governor

Federal Law Enforcement Foundation: Member

Project Management Institute: (National and Ohio chapter) Member

Scrum Alliance: Member

Honors:

National Young Entrepreneur of the Year: U.S. Small Business Administration

Ulupono Award for Community Leadership: Bernice Pauahi Bishop Museum