



Charlie Quirk

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Professional Experience

Charlie has broad experience across mergers and acquisitions, restructuring advisory, capital markets, and corporate development, with a track record of advising distressed middle-market companies on liquidity management, debt refinancing, operational improvement, and balance sheet restructuring across the healthcare, industrials, consumer, and energy sectors.

Notable Company Advisor Engagements

- Advised a multinational data analytics platform in the agriculture industry on a \$300 million debt raise.
- Advised a North American middle-market medical device manufacturer on a \$30 million debt raise.
- Served as financial advisor to a \$200 million distressed specialty meats processor on liquidity management and lender reporting, building cash forecasting, vendor payment tracking, and KPI reporting infrastructure, ultimately positioning the company for a recapitalization that eliminated \$200 million of debt.
- Served as financial and strategic advisor to a \$95 million specialty electronic components distributor and its PE sponsor, evaluating liquidity and working capital requirements, analyzing long-term capital needs, and executing a successful debt refinancing process.
- Provided strategic advisory to a \$600 million distressed specialty cheese processor on debt refinancing and operational improvements, executing a lender outreach process that culminated in a new credit facility and driving approximately \$2 million in EBITDA improvements through SKU rationalization, pricing analysis, and procurement optimization.
- Supported a publicly traded lithium battery manufacturer on balance sheet restructuring, developing a 3-year financial model across six growth scenarios to support Board-level strategic planning, ultimately reducing total debt by approximately \$70 million and restoring stock exchange listing compliance.

Prior to joining AAG, Charlie served in a corporate development capacity at Aarista Technologies, a healthcare technology company focused on driving data integration in the post-acute care space, where in addition to coordinating acquisitions and capital raises, Charlie identified market opportunities and developed financial models to support strategic decision-making. Prior to ALTEA Healthcare, Charlie worked at Piper Sandler, within the Debt Capital Markets & Restructuring group as an investment banking analyst, providing strategic advice to companies relating to acquisitions, restructurings, refinancings, and other corporate purposes.

Education

Charlie earned a BS in Finance from the Gies College of Business at the University of Illinois at Urbana-Champaign, graduating with high honors. He has also earned his Series 63 and Series 79 designations.

Charlie is an avid Pittsburgh Steelers fan. In his free time, he enjoys boxing, playing guitar, and watching movies.