

Justine Eidt Tobin

112 S. Tryon Street, Suite 1760, Charlotte, NC 28284

704-905-4006

Dedicated. Forthright. Flexible. Responsive.

justine@tobinandco.com

Board Member. Financial Expert. Founder & CEO. Entrepreneur.

Regulatory Risk and Compliance | Financial Analysis and Reporting | Mergers and Acquisitions | Business Valuation | Governance | Sales, Marketing and Business Development | Corporate Strategy | P&L Management | Social Media | Cybersecurity and Technology | Financings and Issuance of Securities | Human Capital Management and Development

Board Experience

MOBILADS

NEW YORK CITY

Member, Board of Advisors

2017 - Present

- Guided young founder in creating the board, finding board members, connecting board members.
- Maintain continued contact with founder as he holds down a full time job outside of company.

OAK RIDGE MILITARY ACADEMY

OAK RIDGE, NC

Board Member; Development Committee Chair; Finance Committee

2015 - 2016

- Developed initial concept of refinancing debt through real estate holdings.
- Helped to modernize board culture as only female board member.

COLUMBIA ALUMNI ASSOCIATION OF THE CAROLINAS

CHARLOTTE

Founding Board Member and Treasurer

2015 - 2016

- Developed initial financial practices and deployed most up-to-date financial technologies.
- Provided guidance to other board members on board conduct and obligations to board's constituents.

Board Skills & Abilities

REGULATORY RISK AND COMPLIANCE

- Experienced and self-taught professional in assessing regulatory risk, comprehending regulatory rules and meeting requirements of the law while developing systems to manage these complexities. Accomplished business person who can understand the regulatory terrain and develop business systems to meet regulatory requirements while allowing employees to meet their full profit-making desires and potential. Manage a broker dealer and 17 registered representatives, keeping them compliant on a daily basis. All with a sense of humor, strong empathy and human connection.

FINANCIAL STRATEGY AND MANAGEMENT

- Investment banker and lifelong financial professional. Well-rounded expert in financial reporting, controls and governance, financial audits, raising capital, mergers & acquisitions, business valuation, FINRA and SEC regulations, due diligence, investor management, revenue growth and expense management. Information technology, software, consumer retail and real estate industry expertise.

ENTREPRENEURSHIP

- Proven ability to create a thriving enterprise from nothing. Enjoy working collaboratively and efficiently with a diverse range of people to solve problems, generate revenue and reduce risk. Able to generate and grow revenue, organize and manage a number of product lines, develop unique business operating models and market and sell. Extroverted networker and public speaker. Charismatic and inspiring colleague, honest assessor of pitfalls and the strategic plan.

Executive Experience

TOBIN & COMPANY INVESTMENT BANKING GROUPLLC

TOBIN & COMPANY SECURITIES LLC

CHARLOTTE

Managing Partner, Founder & Owner

2001 - PRESENT

- Founded boutique investment banking firm serving small and middle-market companies nationwide and internationally. Founded and manage FINRA-regulated broker dealer. Services include M&A transaction marketing and execution, fairness opinions and business valuations, managing broker dealer services, registered representative services and private placement advisory services.

STANFORD KEENE

CHARLOTTE

Managing Director

1999 - 2001

- Led business development and transaction execution for this small-to-middle market, entrepreneurial information technology mergers & acquisitions firm.

BANK OF AMERICA

CHARLOTTE

Managing Director

1994 - 1999

- Instrumental in developing the bank's capital markets business through positions in High Yield Finance, Corporate Finance and Advisory Services.

SALOMON BROTHERS INC

NEW YORK CITY

Vice President

1988 - 1994

- Gained significant transaction and calling experience in the Mergers and Acquisitions Department and Retail Industry Coverage Group.

GOLDMAN, SACHS & COMPANY

NEW YORK CITY

Associate

1985 - 1988

- Evaluated credit risk of the firm's trading positions and clients' credit positions with the firm.

Education & Certifications

COLUMBIA BUSINESS SCHOOL

NEW YORK CITY

MBA – Finance

1989

UNIVERSITY OF TEXAS AT AUSTIN

AUSTIN

BBA – Finance | **BBA** – International Business | French Minor

1983

FINRA LICENSES

FINRA Licenses – Series 7, 24, 28, 63, 79 and 99