

# Justine Eidt Tobin

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

704-905-4006

justine@tobinandco.com

*Dedicated. Forthright. Flexible. Responsive.*



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

Regulatory Risk and Compliance | Investment Banking | Mergers & Acquisitions | Securities Issuance | Business Valuation | Entrepreneurship | Corporate Strategy | Sales, Marketing and Business Development | Financial Reporting | Governance P&L Management | Social Media | Cybersecurity & Technology  
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 regulated broker-dealer and two dozen licensed persons, 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, private placements, initial public offerings, mergers & acquisitions, public debt offerings, business valuation, fairness opinions and shareholder rights plans. Accomplished professional in FINRA and SEC regulations, due diligence, investor management, revenue growth and expense management. Information technology, software, business services, consumer, retail, healthcare and real estate industry expertise.

## ENTREPRENEURSHIP

- Proven ability to create and build a thriving de novo enterprise. Enjoy working collaboratively and efficiently with a diverse range of people to solve problems, generate revenue and reduce risk. Able to win customers and grow revenue, devise and manage a number of product lines, develop unique business operating models and market and sell services. Proven mentor and manager of human capital with exemplary interpersonal skills. Extroverted networker and public speaker. Honest assessor of strengths and pitfalls in the strategic plan. Progressive, outspoken and future-oriented.

## Executive Experience

### TOBIN & COMPANY INVESTMENT BANKING GROUP LLC

#### TOBIN & COMPANY SECURITIES LLC

CHARLOTTE

#### *Managing Partner, Founder & CEO*

2001 - PRESENT

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

### STANFORD KEENE

CHARLOTTE

#### *Managing Director*

1999 - 2001

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

### BANK OF AMERICA

CHARLOTTE

#### *Managing Director*

1994 - 1999

- Developed the bank's capital markets business through positions in High Yield Finance, Corporate Finance and Advisory Services. Completed debt and M&A transactions in several industries.

### SALOMON BROTHERS INC

NEW YORK CITY

#### *Vice President*

1988 - 1994

- Gained significant transaction and business development experience in the Mergers and Acquisitions Department and Retail Industry Coverage Group. M&A, equity and debt transactions.

### 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