

# Sebastian G. Tilson

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## EDUCATION

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### Haverford College

*Bachelor of Arts in Mathematics, Minor in Economics*

**GPA:** 3.70

**Relevant Coursework:** Econometrics, Intermediate Microeconomic Analysis, Money & Banking, Public Finance, and Real Analysis.

**Honors:** Recipient of **\$250,000 National Questbridge Scholarship** – 4% national acceptance rate

**Haverford, Pennsylvania**

Expected May 2013

## WORK & LEADERSHIP EXPERIENCE

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### Bryn Mawr College

*Economic Research Assistant & Teaching Assistant*

**Bryn Mawr, Pennsylvania**

September 2011 – Present

- Advise students on introductory microeconomics, macroeconomics, and intermediate topics in public finance. Responsible for holding two weekly problem sessions and grading problem sets.
- Provide literature review and econometric research support as needed. Statistical programming and analysis in Stata used frequently to evaluate economic models and hypotheses.

### Sunoco, Inc.

*Strategic Sourcing Analyst*

**Philadelphia, Pennsylvania**

May 2011 – August 2011

- Conducted supply market analyses to evaluate potential vendors of corporate commodities and services. Developed TCO (Total Cost of Ownership) models to determine the lifecycle costs of commodities and services under proposed commercial terms.
- Created and implemented sourcing strategies for indirect corporate commodities to save an estimated \$2.6M over the course of a 3 year contracted agreement.
- Developed negotiation scripts for key sourcing events (oil derivative trading platform and office supply products) to obtain mutually agreeable T&C's and increase competition between the incumbent vendor and their competitors.

### IITS Client Services & Core Technologies

*IT Client Services Associate*

**Haverford, Pennsylvania**

September 2009 – May 2011

- Conducted comprehensive BDF/IDF analysis of campus networking equipment and engaged in ad hoc technical repairs as necessary.
- Documented technical configurations for switch products, uninterruptable power supplies, and port patch panels in Microsoft Visio. Created comprehensive hardware network map in Visio to prepare for Alcatel contractors to replace all HP switch products (\$700,000 contract)
- Reassembled networking switch products to reduce stock redundancy and increase efficiency of current switch holdings.

## ACTIVITIES & INTERESTS

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**Training:** Accounting & Financial Statement Modeling Seminar, Sunoco Negotiation & KPI Training

**Activities:** Bi-Co Finance Club President, former President of Haverford Quest Scholars Network