

WILLIAM D. REINHARD

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EDUCATION

University of Illinois at Urbana–Champaign, College of Engineering

Expected Graduation: May 2021

Bachelor of Science in Computer Engineering

GPA: 3.21/4.00

The Hoeft Technology & Management Program Class XXV, Minor in East Asian Languages & Cultures

Hanyu Shuiping Kaoshi (HSK) Chinese Proficiency Exam - Level V Certification

Spring 2012

- Demonstrated proficiency in reading, writing, and listening comprehension
- Mastered an understanding of over 2,500 commonly spoken words and related grammatical patterns

PROFESSIONAL EXPERIENCE

Forward View Displays

Arlington Heights, IL

Sales & Quality Control Associate

Spring 2017 – Present

- Engage and develop relationships with account executives and engineers from major global engineering firms
- Utilize HTML and survey data to develop company website with a seamless client interface to increase visibility
- Developed an inventory management system to organize \$1MM of product and streamline supply chain operation

EMG (eMapgo Technologies)

Beijing/Shanghai, China

Corporate Strategy Intern

Summer 2018

- Shadowed company CEO in meetings with strategic key account clients and potential partnership opportunities
- Led development of strategic partnership presentation for critical meeting with key automotive OEMs
- Educated eMapgo personnel on key autonomous vehicle technical and business concepts within a training series

HERE Technologies (Formerly “Navteq”)

Chicago, IL

Enterprise Sales Consultant Intern

Summer 2017

- Qualified and assigned 1,000+ leads at 3x the standard pace, enabling improvement in overall correspondence
- Increased revenues through pricing insights, creation of digital sales tools and expansion of follow-up campaign
- Generated a License Fee Reporting (LFR) model through Excel to streamline revenue reporting across all regions
- Created and executed lead generation program for penetration of transportation management in 3PL segment

EXTRACURRICULAR INVOLVEMENT

Triple Crown Innovation

Barrington, IL

President & Board Member

Spring 2018 – Present

- Organized a diverse group of 13 college students to brainstorm business ventures through experiential ideation
- Spearheading the company’s initial capital raise to secure startup funding implying a \$200,000 valuation
- Generated a business plan for high-tech financial services application, which is currently in stealth mode

Illinois Business Consulting

Champaign, IL

Senior Manager

Spring 2017 – Present

- One of 10 managers leading the nation’s largest fee-based, student-run consulting organization of 250+ students
- Overseeing 3 projects worth \$30,000+, serving clients in Insurance, Technology, and Consumer Goods Industries
- Established Go-to-market (GTM) strategy with extensive quantitative analysis for a major agriculture corporation
- Performed due diligence on the packaged goods industry to provide strategic advisory to a Fortune 500 company

Business Incubator

Barrington, IL

Finalist

Spring 2015

- Presented a time management app that integrated key facets of student life to a panel of venture capital professionals
- Formulated a management presentation and fully circular financial model to project long-term growth potential
- Received verbal commitment from local school district to implement contingent on Series A Funding Commitment

Peng You Chinese Mentorship Program

Barrington, IL

Founder & Chief Operator

Summer 2015

- Founded a mentorship-based platform to assist young students in developing language and cultural awareness
- Paired 120+ grade school students with high school mentors to develop an academically enriching relationship

SKILLS & INTERESTS

Skills: Microsoft Office ♦ Java ♦ C ♦ C++ ♦ Swift ♦ FPGA ♦ Web Design ♦ Salesforce ♦ Azure RP8 ♦ Mandarin Fluency

Interests: Jim Cramer Podcasts ♦ John Wooden Biographies ♦ War Films ♦ Duke Basketball ♦ 30 for 30 Documentaries