

Levi W. Lobbes

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levilobbes.com

EDUCATION

Baylor University – Waco, Texas

May 2027

Bachelor of Business Administration

- Major: Professional Selling and International Business
 - Business Scholar Program
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EXPERIENCE

Baylor University Center for Professional Selling - Waco, Texas

Fall 2025 - Present

Sales Lab & PDP Student Team Leader

- Rebuilding the department's email system natively in Salesforce to centralize business processes and reduce time spent on campaigns
- Used AI to build a one-click recording tool that replaced a slow, error-prone manual process resulting in ~95% fewer user errors and ~50% less recording time
- Run Sales Lab logistics maintaining a consistent flow of 6 simultaneous rooms ensuring limited overlap and downtime

PSC Software - Virtual

Summer 2026

Sales Development Representative Intern

- Prospected 32 European countries achieving a 25% response rate by recording each prospecting encounter and optimizing outreach based on manually tracked statistics
 - Built a multi-agent AI SDR assistant using Dataverse and Power Automate to automate prospect research with pseudo-machine learning processes doing ~60 hours of work per week
 - Developed an automatic FDA signal pipeline pulling ~120 weekly in-market prospects with 100% data-verified accuracy
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ADDITIONAL

- Microsoft Office Specialist: Excel Associate (Microsoft 365 Apps)
- Participated in a month-long study abroad program in Japan and Korea, exploring business practices, cultural traditions, and improving Japanese language proficiency
- Participated in 5 international mission trips across Africa, Central and Latin America
- Build hands-on engineering projects spanning custom PCB design, embedded control systems, CNC machining, self-hosted infrastructure (Linux/homelab), and AI-powered application development
- As a freshman, led a team of upperclassmen in an AI ethics competition, personally earning the Best Presenter award
- Guided a student team to a top 10% global ranking in a marketing simulation