

# Tobey Bill

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## Education

**Lehigh University**, Bethlehem, PA **Graduating May 2023**  
Honors Program in Integrated Business and Engineering (IBE) - One of 50 students in my class Cumulative GPA: 4.00  
**Double Major:** IBE Finance (B.S.) and Industrial & Systems Engineering (B.S.) | **Minor:** Computer Science  
**Honors:** Phi Beta Kappa, Beta Gamma Sigma, Tau Beta Pi, Dean's List  
**Relevant Coursework:** Data Science for Finance, Legal Environment of Business, Optimization Models & Applications, Engineering Probability and Statistics, Algorithms in Systems Engineering, Bioethics, Independent Study on Environmental Ethics

## Awards and Honors

**Poets & Quants, *Selected in the Top 100 Best & Brightest Undergraduate Business Majors*** **March 2023**  
**Baker Institute for Entrepreneurship, *Chosen as one of two student-led startups to pitch at its awards dinner*** **March 2023**  
**Lehigh ISE Department, *Integrated Business and Engineering Junior of the Year*** **May 2022**  
**Lehigh College of Business, *Nelson Leighton Bond Memorial Prize*** **April 2022**  
**Lehigh ISE Department, *Integrated Business and Engineering Sophomore of the Year*** **May 2021**

## Professional Experience

**Bain & Company, *Incoming Associate Consultant***, New York, NY **October 2023**  
**Bain & Company, *Associate Consultant Intern***, New York, NY **June 2022 - August 2022**

- Performed market sizing, historical analysis, and acquisition research for three private equity due diligences focusing on technology in the commercial real estate, auto dealership, and education industries

**Unify Studios LLC ([roblox.com/groups/6288598/Unify](https://roblox.com/groups/6288598/Unify)), *CEO/COO and Founder***, Weston, CT **May 2018 - Present**

- Launched a startup video-game development company; managing four international employees producing six-figure revenues
- Source/outline projects and manage day-to-day operations, talent, project timelines, and finances
- Operate and sustain a portfolio of games on the Roblox platform that have accumulated more than 360 million visits

**SCHOTT Optical, *Lehigh Enterprise Systems Center (ESC) Consultant***, Bethlehem, PA **February 2021 - December 2022**

- Performed production-order variance data analysis, successfully reducing monthly variance swing by >15%
- Redesigned product-cost quoting tool, resulting in an expected quote generation capacity increase of 25% with same labor

**Miprobe, *Business Strategy and Financial Analyst Intern***, Berlin (remote due to Covid) **December 2020 - January 2022**

- Built financial model of company's projected revenues and expenses to determine exit value and assist in strategic planning
- Worked to develop sales and investor presentation materials, a market research report on the diagnostic bio-ink target market, competitor analysis, and go-to-market strategy for this biotech startup

**GoGoGuest (Nasdaq Entrepreneurial Center), *Business Development Intern***, San Francisco, CA **May 2021 - October 2021**

- Produced investor presentation materials and revenue projections for the company's \$3-5 million seed-round capital raise
- Sourced individuals at VC firms with an investment thesis supporting this B2B MarSaaS startup

**Merck Pharmaceuticals, *Lehigh ESC Consultant***, Bethlehem, PA **February 2021 - May 2021**

- Interviewed industry leaders for their Design for Manufacturing and Assembly (DFMA) best practices and compiled them into a report outlining time-optimal construction techniques for Merck's multi-billion-dollar construction projects

## Leadership

**Beta Gamma Sigma (Business Honor Society Lehigh Chapter), *President*** **August 2022 - Present**  
**P.C. Rossin College of Engineering and Applied Science, *Rossin Junior Fellow*** **March 2021 - Present**  
**Dreyfus Portfolio, *Lead Portfolio Manager*** **October 2020 - Present**

- Selected to serve as a manager of Lehigh's \$350,000 flagship investment portfolio, now leading the fund team of 14 students
- Presented long theses for Vale SA and Walmart using Excel, Powerpoint, company financial data, and modeling techniques

**New Ventures Club, *Executive Board Member*** **February 2020 - Present**

- Co-founded the NVC Startup Winternship program that connects Lehigh students with startups for a 4-6 week internship
- Paired over 30 interns with 15 startups, positively impacting both parties in the midst of the Covid Pandemic
- Worked with Bethlehem, PA Economic Development Dept. to improve regulations for entrepreneurial-based manufacturing

**Lehigh Consulting Group, *Advisor (Previously President, Director of Operations, and Analyst)*** **September 2019 - Present**

## Skills

**Skills:** Python, Java, MySQL, AMPL, R Studio, Arena, Photoshop, Figma, Asana, Blender, MiniTab (Lean Yellow Belt Certification)  
**Interests:** Running, soccer, tennis, skiing, graphic design, 3-D modeling, exploring the world and its cultures through travel