

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), 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	
Miprobes, 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 Winter internship 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