

Tobey Bill

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Education

Lehigh University, Bethlehem, PA **Graduating May 2023**
Integrated Business and Engineering Honors Program (IBE) **Cumulative GPA: 4.00**
Double Major: IBE Finance (B.S.) and Industrial & Systems Engineering (B.S.)
Minor: Computer Science
Relevant Coursework: Leadership in Organizations, Data Science for Finance, Corporate Financial Policy, Legal Environment of Business, Optimization Models & Applications, Applied Engineering Statistics, Independent Study on Environmental Ethics

Honors

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* **Expected Start September 2023**
Bain & Company, *Associate Consultant Intern* **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
- Worked within Excel and PowerPoint to achieve estimates for market size and then present findings to company management

Unify Studios LLC, *CEO and Founder* **May 2018 - Present**

- Launched and registered this software and digital design LLC, currently involving four employees and six-figure revenues
- Responsible for sourcing/outlining projects and managing day-to-day operations, talent, project timelines, and finances

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

- Worked as a paid consultant on a project team to assess, perform production order variance data analysis for, and provide recommendations on process improvement to reduce monthly variance swing by > 15%
- Redesigned product-cost quoting tool, resulting in an expected quote generation capacity increase of 25% with same labor

Memido, *Business Strategy and Financial Analyst Intern* **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 Berlin-based biotech startup

GoGoGuest (partnered with the Nasdaq Entrepreneurial Center), *Business Development Intern* **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 various venture capital firms with an investment thesis supporting this San Francisco-based B2B SaaS startup, with list length currently exceeding 3,000 names along with their contact information and investment history

Merck Pharmaceuticals, *Lehigh ESC Consultant* **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

Dreyfus Portfolio, *Portfolio Manager* **October 2020 - Present**

- Selected to serve as a member of Lehigh's \$350,000 flagship investment portfolio, managing the fund with 13 other 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
- Organize speakers, meetings, and workshops to embolden the entrepreneurial community at Lehigh

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

- As President (Jan 2021 - Dec 2022), managed the club's executive board and all club affairs, including the analyst program

P.C. Rossin College of Engineering and Applied Science, *Rossin Junior Fellow* **March 2021 - Present**

Skills

Skills: Microsoft Office Suite (Excel, PowerPoint, Word), Google Workspace, Photoshop, Illustrator, Adobe XD, Java, Python, Trello, Asana, MySQL, AMPL, Autodesk Inventor, Blender, AutoCAD, MiniTab (Lean Yellow Belt Certification), R Studio
Interests: Running, soccer, tennis, skiing, graphic design, 3-D modeling, investing, entrepreneurship, travel