ROY HAYYAT

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PROFESSIONAL EXPERIENCE

Signal Security — Austin, TX
RevOps/GTM Data Analyst — *Feb. 2025 – July 2025*
- Built Signal's BI dashboard with SQL and Power BI, streamlining CRM data insights to directly inform CRO decision-making.
- Designed an Account Scorecard Dashboard to track engagement across key accounts, identifying underengaged accounts and decision-maker gaps, resulting in a 37% increase in follow-up rates and improved prospecting accuracy.
- Streamlined HubSpot CRM by identifying and removing 83% of the original records as junk data, implementing quality controls to ensure a clean, actionable database for improved decision-making.

Huro AI, Inc. — Austin, TX
Data Analyst — *Sept. 2024 – Feb. 2025*
- Conducted in-depth evaluations of speech-to-speech translation models, analyzing performance across transcription, translation, text-to-speech, and voice cloning stages to inform data-driven enhancements.
- Collaborated with front-end and back-end teams to design and implement data collection and preprocessing pipelines, ensuring accurate and efficient data preparation for model training and evaluation.
- Developed and managed a multilingual database of 720k+ samples across six languages, enabling efficient model evaluation.
- Defined and monitored key metrics, analyzing 500+ samples weekly to drive improvements and enhance model outputs.

Amazon.com, Inc — Dubai, UAE
Vendor Manager Intern — *May 2023 – Aug. 2023*
- Conducted market analysis to identify offshore Softline brands with potential for market entry in the UAE and Saudi Arabia.
- Utilized sales data from US and EU markets to analyze performance and recommend expansion strategies for GCC vendors, leading to the addition of over 1,500 new selections onto Amazon.ae and Amazon.sa.
- Implemented SQL queries to streamline incoming PO access, ensuring high catalog IDQ and optimizing team efficiency.

Vendor Manager Intern — *June 2022 – Aug. 2022*
- Led negotiations with vendors during the onboarding process, achieving a remarkable 25% reduction in cost of goods sold.
- Automated deal pricing on specific selections, significantly improving efficiency and decreasing team workload.

PROJECTS

Venture Capital: Evaluating VC Firm Performance — *Jan. – May 2024*
- Consulted with a VC firm to develop an automated pipeline for evaluating VC firms' performance based on their investments.
- Spearheaded the calculation of exit valuations for startups, focusing on IPOs, buyouts, and M&A deals using PitchBook data.
- Devised and executed a strategy to scale algorithms for predicting exit valuations for funds with incomplete information.

QuantSC: NBA Playoffs Project — *Jan. – May 2023*
- Developed and fine-tuned kNN, random forest regressor, and neural networks models with Scikit-Learn and TensorFlow frameworks, utilizing NBA regular season statistics to forecast playoff outcomes and achieve a notable 73% correlation rate.

EDUCATION

University of Southern California — Los Angeles, CA
B.S. Economics/Mathematics, Minors in Business Finance and Applied Analytics — *May 2024*
- **Cumulative GPA:** 3.58/4.0 | **SAT:** 1460 (RW: 700 M: 760).
- **Honors:** IIE Syria Consortium Scholarship (Full Ride). Cum Laude. Dean's List. Omicron Delta Epsilon Honor Society.
- **Relevant Coursework:** Google Data Analytics Specialization. Applications of Machine Learning. Financial Markets. Calculus II & III. Statistical Inference. Basics of Artificial Intelligence. Applied Neural Networks. Industry Research in Data Science.

LEADERSHIP AND INVOLVEMENT

USC Lebanese Club — Los Angeles, CA
Board Member - Finance Chairperson — *May 2022 – May 2024*
- Orchestrated successful semestral fundraisers, consistently raising $1000+ for Lebanese NGOs providing humanitarian relief.

SKILLS AND INTERESTS

Database Management: SQL, MongoDB, NoSQL, ETL | **Statistical Analysis:** R, Stata | **Data Visualization:** Tableau, Seaborn

Programming Languages: Python (Pandas, Numpy, Matplotlib, Scikit-learn, TensorFlow, Keras), Matlab.

Language Skills: Arabic (fluent). French (fluent). English (fluent). Turkish (basic).

Interests: Soccer. Tennis. Padel. F1. Running.