ROY HAYYAT
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PROFESSIONAL EXPERIENCE

Signal Security   **Austin, TX**
RevOps/GTM Data Analyst   *Feb. 2025 – Present*
- Designed and implemented Signal's BI dashboards using SQL and Power BI to track sales and revenue performance, delivering real-time insights to support C-suite decision-making.
- 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.
- Built an Account Scorecard Dashboard to monitor engagement across key accounts, increasing follow-up rates by 37%.
- Developed and implemented QBR dashboards to track financial performance, pipeline forecasts, and customer satisfaction, delivering a comprehensive overview of business health and actionable insights.

Huro AI, Inc.   **Austin, TX**
Data Analyst   *Sept. 2024 – Feb. 2025*
- Compiled and maintained a multilingual database of 720k+ samples, enabling data-driven insights for model improvement.
- Fine-tuned speech-to-speech translation models, improving transcription, translation, and text-to-speech accuracy.
- Collaborated with front-end and back-end teams to implement data collection and preprocessing pipelines, ensuring accurate and efficient data preparation for model training and evaluation.

Amazon.com, Inc   **Dubai, UAE**
Vendor Manager Intern   *May 2023 – Aug. 2023*
- Analyzed sales data from US and EU markets, identifying performance trends and recommending expansion strategies for GCC vendors, resulting in the addition of over 1,500 new selections onto Amazon.ae and Amazon.sa.
- Implemented SQL queries to automate data workflows and streamline catalog optimization, enhancing vendor operations.
- Conducted market analysis to identify offshore Softline brands with potential for market entry in the UAE and Saudi Arabia.

Vendor Manager Intern   *June 2022 – Aug. 2022*
- Managed the end-to-end onboarding process for new vendors, driving a 30% increase in private label participation.
- Automated deal pricing workflows for key selections, streamlining operations and enhancing pricing accuracy.

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:** Financial Analysis and Valuation. Financial Markets. Statistical Inference. Macroeconomic Theory. Foundations of Accounting. Google Data Analytics Specialization. Calculus II & III. Industry Research in Data Science.

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.
- Calculated exit valuations for startups across IPOs, buyouts, and M&A deals, providing insights into fund performance.
- Devised and executed a strategy to scale algorithms for predicting exit valuations for funds with incomplete information.

QuantSC: NBA Playoffs Project   *Jan. – May 2023*
- Applied advanced statistical models (random forest regressor, kNN) to forecast NBA playoff outcomes, achieving a 73% correlation rate through advanced data analysis.

LEADERSHIP AND INVOLVEMENT

USC Lebanese Club   **Los Angeles, CA**
Board Member - Finance Chairperson   *May 2022 – May 2024*
- Coordinated fundraising initiatives, raising $1000+ per semester to support Lebanese NGOs providing humanitarian relief.

SKILLS AND INTERESTS

Data Analysis & Visualization: Advanced Excel (VLOOKUP, Pivot Tables), Tableau, Seaborn.

Programming & Database Management: SQL, Python (Pandas, Numpy, Tensorflow, Scikit-Learn), Power BI.

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

Interests: Personal Finance. Soccer. Tennis. F1.