

ROY HAYYAT

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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.

PROFESSIONAL EXPERIENCE

Signal Security

Austin, TX

RevOps/GTM Data Analyst

Feb. 2025 – Present

- Developed and implemented QBR dashboards to track financial performance, pipeline forecasts, and customer satisfaction, delivering a comprehensive overview of business health and actionable insights to the CRO.
- Built Signal's BI dashboard with SQL and Power BI, consolidating CRM data to deliver real-time insights that supports strategic decision-making and cross-departmental collaboration.
- Designed an Account Scorecard Dashboard to monitor engagement across key accounts, increasing follow-up rates by 37%.
- 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

- 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.
- Maintained a multilingual database of 720k+ samples, enabling data-driven insights for model improvement.
- Enhanced speech-to-speech translation models, improving accuracy across transcription, translation, and text-to-speech stages.

Amazon.com, Inc

Dubai, UAE

Vendor Manager Intern

May 2023 – Aug. 2023

- Utilized Excel to analyze 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 streamline incoming PO access, ensuring high catalog IDQ and optimizing team efficiency.
- 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 added private label vendors.
- Automated deal pricing workflows for key selections, enhancing pricing accuracy and significantly 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.
- 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

- Built and optimized ML models (kNN, random forest regressor) 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

- Orchestrated successful semestral fundraisers, consistently raising \$1000+ for 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), Power BI.

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

Interests: Soccer. Tennis. F1. Dog Sitting. Personal Finance and Investing.