

Will Bayoud

Strategy & Business Analytics

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PROFILE

Analysed financial data across 8 European markets at Givaudan and supported investor research and business development at Arcovia. Built and shipped Voycite, an AI-visibility product for hotels, securing a first paying client. Computer Science student at ELTE, fluent in Arabic, French and English; available immediately in Casablanca.

PROFESSIONAL EXPERIENCE

Operations (Investor Relations & Business Development)

Arcovia, Los Angeles

Sep 2026 - Present

- Researched investors and assessed mandate fit for technology and private-company opportunities.
- Prepared financial research and investor presentations; supported introductions across **approx. \$3M** in completed and active deal processes.

Financial Data Analyst Trainee

Givaudan, Budapest

Oct 2024 - Jun 2025

- Reconciled and analyzed data across **8 European markets**; co-presented recommendations to leadership.
- Redesigned a finance data process, saving **18 hours/month** and improving data accuracy by **approx. 23%**.

Teaching Assistant, Business Fundamentals

Eötvös Loránd University (ELTE), Budapest

Sep 2024 - Jun 2026

- Led practice sessions for **120+ students** on KPI analysis, business cases, and data visualization.

EDUCATION

Bachelor of Science (BSc) in Computer Science

Eötvös Loránd University (ELTE), Budapest

2023 - Expected 2027

GRE: 324 | Stipendium Hungaricum Scholar (2023-2026)

Relevant coursework: Strategic Management, Machine Learning, Artificial Intelligence, Business Fundamentals, Probability & Statistics

Thesis: Intelligent Airline Pricing Using Machine Learning

SELECTED PROJECTS

Alstom Accessibility Business Case

REDINEST, Erasmus+ (5 universities) | [Presentation](#)

Mar 2026 - Apr 2026

- Co-developed and co-presented an accessibility business case for Alstom's student brief, covering the revenue model, financial projections and a nine-month pilot plan.

Bank Customer Churn Model | Python, XGBoost | [GitHub](#) / [Live demo](#)

- Built and evaluated a churn model; analyzed cohorts and subgroups to identify high-risk customers.
- **Modelled €1.63M in customer value at risk** and compared retention scenarios under documented cost and conversion assumptions.

Voycite | Founder & CEO (2026) | AI product for hotels | www.voycite.com

- Built and shipped an AI-visibility MVP for hotels; secured a **first paying client**.
- Started customer discovery with hotel operators; refined the go-to-market strategy after investor feedback.

LEADERSHIP & ACTIVITIES

- **REDINEST Summer Camp Coach (2026):** Mentored international teams on urban digital transformation.
- **Hungarian Startup University Program (2024-2025):** Ranked in the top 10 of 3,471+ projects.
- **ELTE International Student Ambassador (2024-2025):** Represented ELTE to prospective international students; featured in an [official ELTE profile](#).
- 2nd place, Erasmus+ Digital Entrepreneurship Case Competition (2024).

SKILLS & LANGUAGES

Analytics: Python (Pandas, NumPy, Scikit-learn), SQL, R, Tableau, Excel, PowerPoint

Business: Financial analysis, KPI analysis, business cases, stakeholder presentations

Tools: Git/GitHub, Jupyter, Notion, Jira

Languages: Arabic (native), French (fluent), English (fluent), Hungarian (conversational)