

Robert Aaron Hayden

116 Sunset Dr, Hempstead NY, 11550 | rob.hayde@yahoo.com | (516) 534-9542

EDUCATION

Florida A&M University, Tallahassee, Florida

May 2023

B.S. Business Administration

Honors: NCAA Tennis Scholarship

Certifications: Securities Industry Essentials (SIE)- FINRA (Enrolled), Financial Modeling & Valuation Analyst (FMVA), Google Data Analytics, Truist Emerging Leaders

EXPERIENCE

Sportime, Lynbrook, New York

January 2024 – Present

Tennis Teaching Professional

- Built and manage a recurring client base of 30+ customers through strong relationship management, personalized instruction, and client service.
- Lead and coordinate group tennis programs for 15+ participants, enhancing customer engagement and retention.
- Generated over \$200K in revenue in 2025 through private instruction and group programming.

City of Tallahassee, Tallahassee, Florida

January – May 2023

Tennis Operations Intern

- Supervised front desk, court maintenance, and tennis professional staff while developing leadership and team management skills.
- Supported division budget management and processed tennis division payroll using UKG software.

New York Life Insurance, White Plains, New York

June – August 2022

Data Analyst Intern

- Assisted the VP of Strategy & Data Analytics with data analysis, reporting, and operational projects under strict deadlines.
- Analyzed four years of agent retention and productivity data to identify trends and performance patterns.
- Evaluated top- and bottom-performing offices and agents to identify performance drivers and operational inefficiencies.
- Recognized for delivering accurate, timely, and clearly presented analytical insights.

LANGUAGES & TECHNICAL SKILLS

Leadership: Tennis & Leadership Youth Coach, Coast Clean-Up Project (Barbados, WI).

Technical Skills: Cost-Volume-Profit (CVP) Analysis, Three-Statement Modeling, Contribution Margin Analysis, Variance Analysis, Pivot Tables and Charts, What-If Analysis (Scenario Manager & Data Tables), INDEX/ MATCH, XLOOKUP, Asset & Liability Management Fundamentals

Languages: English