

# RAUL J. SOLA NAVARRO

New York, NY | (787) 648-7684 | raulsolanavarro@gmail.com | [www.linkedin.com/in/raul-sola-navarro](http://www.linkedin.com/in/raul-sola-navarro)

## EDUCATION

Baruch College, Zicklin School of Business   New York, NY   <b>MS in Business Analytics</b>   GPA: 3.71	12/26
• <b>Leadership:</b> Student Ambassador, Event Coordinator (Data Science and Analytics Society)	

University of Puerto Rico   San Juan, PR   <b>BBA in Accounting</b>   GPA: 3.01	12/14
• <b>Leadership:</b> Business School Student Council, President	

## EXPERIENCE

Texas Instruments   Dallas, TX (In-Person) and New York, NY (Remote)	01/15 – 02/25
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<b>Offloads Demand Manager</b>	03/24 – 02/25
• Improved enterprise forecasting model for supply buffers, optimizing supply signals and reducing build requirements by 25%, while simultaneously minimizing excess inventory risk by more than \$100M and alleviating fab capacity constraints.	
• Deep understanding of planning led to identifying and resolving critical gaps in bridge-builds, preventing over 50 unique stockouts and avoiding over \$5M in revenue plus potential negative client experience.	
• Streamlined buffer monitoring through statistical modeling-driven outlier analysis, improving mix accuracy by 50% and helping to achieve manufacturing goals and timeline which saved over \$25M operating expenses.	

<b>Demand Manager</b>	03/23 – 02/24
• Led inventory strategies for a \$1.5B product line, reducing excess inventory while building critical buffers.	
• Enhanced forecasting using SQL and SAP reports, increasing forecast accuracy and improving OTD from 85% to 90+%.	
• Contributed to a roadmap fab transition, refining capacity and project readiness processes.	

<b>Senior Business Planner</b>	01/21 – 02/23
• Drove global planning for \$200M portfolio, sustained 90% OTD, and resolved distribution issues for key customers.	
• Selected as super-user and tester for new processes and provided essential feedback for system improvements.	

<b>Strategic Planner</b>	01/18 – 12/20
• Streamlined inventory management for a \$6M+ portfolio, maintaining stockouts to <1% and reducing excess inventory by 10% through data-driven forecasting and strategic sourcing via effective supplier-vendor collaboration.	
• Implemented a global PR process integrating SharePoint and SAP to reduce cycle time by 2 days and improve ease of use.	

<b>Leadership Rotational Program</b>	01/15 – 12/17
• <b>Pricing Specialist:</b> Developed pricing strategies for a \$50M customer base, enhancing market competitiveness and accuracy, which lead to increased margins of 10%+ for several automotive and medical accounting and improving win-rates by 5%+.	
• <b>Financial Analyst:</b> Built financial models and streamlined revenue tracking processes for \$500M business unit, improving forecasting accuracy by a few percentage points and enabling leadership to identify \$10M+ in cost savings.	
• <b>Management Accountant:</b> Automated the cost allocation process with Excel macros, reducing monthly closing by 1 day by building dependency from other departmental accountants and maintaining 100% accuracy.	

## LEADERSHIP & VOLUNTEER ACTIVITIES

Crunch Fitness   New York, NY   Personal Trainer	10/25 – Present
City Tutors   New York, NY   Mentor	09/25 – Present
Lean Systems Consulting   New York, NY   Business Development Manager	03/25 – Present
Reading Partners   Dallas, TX and New York, NY   Tutor	03/15 – Present
Training Facilitator and Operations SME   Dallas, TX   Texas Instruments	01/21 – 02/25
Mi Escuelita Preschool   Dallas, TX   Board Member	05/20 – 10/20
Toastmasters International   Dallas, TX   VP of Membership	01/20 – 10/20

## SKILLS

**Experienced in:** Advanced Excel (Pivot Tables, formulas, index), SQL, Python, PowerPoint, SAP, Spotfire, Business Objects

**Studied:** Lean Six Sigma (White Belt- pursuing Green), Python, SQL, R, Tableau, Power BI, R Markdown, Looker

**Languages:** Fluent in English and Spanish