

# Marcos Garcia Vega

(214) 529-0457 | marcosgarciavega@gmail.com | Carrollton, TX | [www.linkedin.com/in/marcos-garcia-vega](http://www.linkedin.com/in/marcos-garcia-vega)

---

## EXPERIENCE

### Finance Analyst | Texas Instruments

July 2020 - Present

- Owned quarterly and annual P&L forecast process for three business units with an annual cost budget of ~\$138M and annual revenue of ~\$1B
  - Coordinated meetings with product line managers to forecast and track \$50M of expected yearly R&D spend to understand R&D priorities for the business units and perform variance analysis on how we are executing to our plan
  - Consolidated charges from external vendors and contractors to help bring services internal to reduce outside vendor risk
- Designed and implemented a dashboard to visualize revenue, gross margin, and sales trends using SQL and Spotfire to manipulate ~400,000 rows of data resulting in a snapshot indicating the health of a business unit
- Presented financials to senior leadership to provide insights on business performance and recommendations on areas of cost management opportunity

### Fellow | Data Science for All

October 2021 - April 2022

- Selected for a 14-week data science Fellowship (4% acceptance rate) that facilitated training through real-world data analysis cases such as cases focusing on data visualization, bias in data, A/B testing and dashboard design
- Collaborated with a team to determine how city environments in the U.S. affect a community's health using 850,000 rows of data from the USDA including indicators on demographics, obesity, diabetes and distance from grocery stores
- Built a data pipeline using Python and analyzed 3,000 rows, 200 columns through Pandas to create a model to trend obesity rates in the future in a Tableau dashboard to provide suggestions where public policy can affect obesity rates
- Drove a 14-week project plan with weekly meetings to structure project objectives, assign deliverables and ensure timeline remained on track, received mentorship and guidance from an industry data scientist

### Pricing Specialist | Texas Instruments

July 2019 - July 2020

- Negotiated pricing with 10 large-cap and 20 mid-cap customers and applied pricing by working with cross-functional teams to remain competitive and defend/grow TI's market share
- Executed customer pricing for quotes and orders in the Bay Area and Eastern U.S. using Vendavo and SAP to ensure 90% of customers received a response within 1 day providing customers with a smooth order process
- Transitioned two accounts (\$20B+ Market Cap) to purchase directly from TI instead of using distributors by creating a 1 year transition plan and integration reports using Business Objects and SQL resulting in better service to customers as well as greater understanding of true demand

### Supply Chain Planner | Texas Instruments

July 2018 - July 2019

- Managed a portfolio of 500+ devices from raw silicon to customer delivery using SAP to maintain a 95% on-time delivery for orders through coordination with our customer service, quality, and factory planning teams
- Created weekly scorecards for groups in the Signal Chain business using SQL and Business Objects Intelligence to summarize operating metrics using quarterly data on customer orders, distributor inventory and demand signals
- Solved 5 to 15 weekly customer escalations within 48 hours of notice to help customers avoid line down issues by teaming with our customer service and factory teams to understand the root cause and create an improvement plan

### Finance Analyst | Texas Instruments

July 2017 - July 2018

- Owned manufacturing cost forecast for TI's test organization with test capacity spend of \$72M/year
- Allocated \$36M/year of test engineering to TI's business units by tracking each business unit's utilization of TI's testers to measure the profitability of each business after test usage

---

## SKILLS

**Programming Languages:** Python, SQL

**Tools:** Microsoft Excel, PowerPoint, Word, Outlook, SQL, Business Objects, Jupyter, Tableau, Spotfire

**Languages:** English, Spanish

---

## EDUCATION

BBA | University of North Texas, Finance, 2017  
Certificate in Data Analytics, 2022