

Paul Iulian Garghe

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EDUCATION

- 2016 - 2020** **Universidad Carlos III, Madrid**
Bachelor's Degree in Aerospace Engineering. Awarded Academic Excellence and Indra Foundation scholarships, top 15% grade: 8.59/10
- 2020** **Escuela de Organización Industrial (EOI)**
Master in soft skills: Program in Business skills X, 2020, grade: 8.6/10
- 2019 - 2019** **Queensland University of Technology (QUT), Australia**
Exchange semester, grade: 6.2/7

BUSINESS EXPERIENCE

- 2023 - Today** **HP, Barcelona, Spain**
Product Portfolio Manager, Personal Systems (3 years)
- Led the end-to-end setup of 11 HP Consumer Desktop platforms across four regions using the Excel-based MUST tool within three months, facilitating early SKU creation and negotiation
 - Developed a comprehensive Master File for Desktop platforms' Price Feature Value simulation, addressing the gap in feature value and cost data for Desktop segment
 - Resolved tool issues and pricing simulation issues raised by Area Category Managers and Retail Account Managers, enabling deals of up to 1.5M in revenue
 - Analyzed Carepack Mapping of all Branding segments on the four regions: EMEA, APJ, NA, LA, creating a Master File that reduced setup time by 80%
 - Executed massive component transitions to ensure compliance with laws and hardware requirements on over 10K active products
 - Defined weekly selection process of platform components and features with Product Managers, reducing errors by 50%
- 2021 - 2022** **HP, Barcelona, Spain**
Implementation Program Engineer, Incubation Business (1.5 years)
- Performed research and analysis of client social-media posting and sales data, identifying advertising patterns that maximized book sales
 - Managed 6 interns to perform data ingestion in HP Pimienta software and applied Microsoft Power Automate to increase the speed and efficiency of data transfer by over 50%
- 2020** **Airbus, Madrid, Spain**
Tool Engineer Intern, Customer Services (3 months)
- Developed inspection tool business and manufacturing plan with a team of 3 interns, presented to senior engineers

LEADERSHIP ROLES

- 2023** **Toastmasters Committee at HP Barcelona – Sergeant at Arms**
- 2020** **KPMG Ideation Challenge (KIC 2020)**
- Winners of Madrid local round
- 2019** **EBEC (European BEST Engineering Competition): Team Design**
- Winners of Madrid local round

ADDITIONAL INFORMATION

- Built an automated data pipeline for Zepp wearable data using Python, APIs and GitHub Actions, generating CSV reports and delivering weekly AI-powered summaries by email
- Programming (Python, SQL), Microsoft Excel, Power Automate, Power BI
- Fluent Spanish, English and Romanian