

## Paul Iulian Garghe

Barcelona, Spain | +34 697 792 450 | paulgarghe23@gmail.com | linkedin.com/in/paul-ig

### 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

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### BUSINESS EXPERIENCE

#### 2025 - Today **Freelance Builder**

- Built and deployed a FastAPI + RAG agent using Python and OpenAI embeddings, serving intelligent Q&A about my profile at [paulgarghe.com](https://paulgarghe.com)
- Developed a responsive portfolio site using React, TypeScript and Vite, integrating AI chatbot via REST API with custom component for visitor interaction
- 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

#### 2023 - 2025 **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 HP Internal Pricing Simulation 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%

#### 2021 - 2022 **HP, Barcelona, Spain**

##### **Implementation Program Engineer, Incubation Business (2 years)**

- Performed research and analysis of client social-media posting and sales data, identifying advertising patterns that maximized book sales
- Trained and supervised 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

### ADDITIONAL INFORMATION

- Python, FastAPI, OpenAI API, RAG, Git, Power Automate, Microsoft Excel
- Fluent Spanish, English and Romanian