

## 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 - 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

**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