

Alicia Galicia Rodriguez

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EDUCATION

Texas A&M University, Mays Business School
Master of Business Administration

College Station, Tx
December 2025

Brigham Young University
Bachelor of Arts in International Relations
Minor Global Business and Literacy
GPA: 3.3/4.0

Provo, Ut

December 2019

EXPERIENCE

Daikin Comfort Technologies
Commodity Manager, Electronics

Waller, Tx

October 2021 – October 2022

- Managed \$35M direct material spend consisting of 500+ electronic components such as PCBs, sensor, wire harness and thermostats
- Collaborated with engineering, operations, and quality teams to align the supply base with commodity requirements, ensuring a 0% line-down rate during the cooling season
- Delivered commodity driven cost down through price negotiations, value analysis (VA/VE) or supplier continuous improvement up to \$200K annually
- Led successful negotiations with domestic and international partners, resulting in \$90K annual savings through semiconductor cost reduction initiatives
- Directed 3 new program introductions, 10+ design upgrade projects, outsourcing in house operations and production line transference support.
- Conducted vendor risk analysis and implemented development plan to 40 domestic and international resulting in 10% on time deliveries
- Developed and delivered training for 3 buyers, improving knowledge and motivation, which reduced late deliveries by 10%.

Strategic Buyer, Electronics

March 2020 – October 2021

- Leveraged the company's position to lead \$500K dual sourcing initiatives, reducing costs by \$30K+ annually, preventing 10 minutes of downtime per week, and avoiding sole-source reliance.
- Facilitated NPD initiative from quoting processes to price analysis, quality adherence, and promote transparent communication around expectations, lead times, and forecasting with suppliers
- Adapted logistical hurdles, utilizing all available resources (in house capacity, quick approval on alternative components or identify alternative route for transportation) to prevent disruption to the firm's production

Institute of Eurasia

Berlin, Germany

Sales and Marketing Intern

July 2018 – August 2018

- Performed market analysis on creating a liaison with American universities and educational providers
- Implemented marketing tactics that led to a 28% increase in website traffic and social media posts
- Managed social media for execution of marketing strategies targeting 3+ different continental region

Brigham Young University
Student Research Fellowship, Political Science

London, United Kingdom

May 2018 – June 2018

- Interpreted and analyzed quantitatively and qualitative results from 2,800 respondents in R Studio
- Constructed Qualtrics survey directed to 8,000+ U.K. residents studying nationalism and identity
- Conducted semi-structured interviews on site to 100+ residents from Wales, Scotland and England

SKILLS & ACTIVITIES

Languages: Fluent in Spanish; Conversational proficiency in French

Technical Skills: MS Word, Excel, PowerPoint, R Studio, Qualtrics, Info XA (Mapics), Stata

Activities: Participant, Bryan Library Storytime and Youth Group Volunteer, Church of Jesus Christ of Latter-Day Saints