**Karim Badran**

**Risk Mitigation Consultant**

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Summary

A dedicated risk mitigation consultant with 7+ years of experience in business development, and client relationship management across logistics and hospitality sectors. Proven track record of driving revenue growth, enhancing operational efficiency, and implementing strategic initiatives that maximize profitability. Adept at leading cross-functional teams, conducting comprehensive risk assessments, and fostering long-term partnerships with key stakeholders. Committed to delivering exceptional service and achieving client satisfaction through innovative solutions and proactive engagement. Seeking to work in an environment that is conducive to my intellectual, professional, and personal growth, where I can contribute significantly to the growth of the team/organization with strong experience and expertise leading to success.

Experience

**Risk Mitigation Consultant –** 04/2023 to Present

**UPS Capital,** London, UK

* Lead cross-functional teams in identifying and mitigating risks within the supply chain, significantly enhancing operational security and efficiency.
* Develop and implement strategic risk mitigation plans that substantially reduce financial losses and improve the protection of company assets.
* Conduct thorough risk assessments for high-value clients, ensuring comprehensive protection against potential disruptions.
* Initiate profit-maximizing strategies within the West London catchment area, contributing to an impressive increase in profitability of £760,000.
* Design and facilitate training sessions for staff and clients on best practices in risk management, elevating company-wide awareness of risk factors.
* Employ advanced analytics tools to predict potential future risks, enabling proactive decision-making and strengthening the company's financial stability.
* Foster strong relationships with key accounts, ensuring their risk profiles remain updated and effectively addressed, thus building client trust.
* Manage a notable project with Cartier, securing an additional 15% of movements in London through discreet packaging and optimized delivery processes.
* Oversee a comprehensive risk mitigation initiative for LVMH, specifically Tag Heuer, redesigning supply chain processes from inception to implementation to ensure secure and efficient operations.

**Regional Business Development Manager** **–** 01/2022 to 05/2023

**Fenix Freight**, London, UK

* Oversaw the West London region, focusing on revenue generation within the designated territory.
* Ensured timely and accurate financial reporting through careful completion of reporting tasks.
* Executed a full 360-degree sales cycle, which included prospect research, tender submissions, and converting opportunities into sales while supporting business implementation.
* Achieved a 23% increase in client retention through strategic account management and strong relationship development.
* Identified and created new business opportunities via targeted lead generation, social selling, and effective client engagement.
* Fostered collaboration with existing accounts, clients, and suppliers to build long-term partnerships.
* Coordinated various freight operations (road, air, sea) and managed customs clearance, ensuring smooth logistics processes.
* Engaged with all stakeholders to meet expectations during cargo movements, ensuring operational efficiency.

**Business Development Manager** – 07/2019 to 01/2022

**Swift Logistics & Shipping**, London, UK

* Secured over 43 new contracts by effectively managing the tender documentation process, which led to a 19% annual revenue increase.
* Developed and implemented focused sales strategies that resulted in a 13% year-over-year rise in sales volumes.
* Directed the budget planning process, achieving a 9% reduction in operational costs through diligent performance monitoring and evaluation.
* Provided monthly performance reports that offered actionable insights, leading to a 16% improvement in process efficiency over two years.
* Cultivated strong relationships with clients and stakeholders to enhance business opportunities and drive growth.

**Business Development Representative** – 07/2019 to 01/2022

**Swift Logistics & Shipping**, London, UK

* Managed and optimized appointment bookings, which led to a 17% increase in client engagement and maximized partnership opportunities.
* Identified and secured business from over 60 new prospects, contributing to a 4% growth in the company’s customer base within a year.
* Built and maintained strong client relationships, achieving a 27% client retention rate that surpassed industry standards.
* Collaborated with cross-functional teams to improve service offerings and effectively address client needs.
* Monitored market trends and competitor activities to inform business strategies and drive growth initiatives.

**Junior Account Manager, Hospitality** –05/2018 to 07/2019

**Arsenal Football Club**, London, UK

* Managed and nurtured client relationships to provide an outstanding hospitality experience during events and match days.
* Coordinated with catering, event staff, and security teams to ensure the smooth execution of hospitality functions, resulting in consistently positive client feedback.
* Oversaw the planning and logistics of hospitality events, ensuring all details met client expectations and club standards.
* Addressed client inquiries and concerns promptly, reinforcing a commitment to exceptional service and client satisfaction.
* Conducted post-event evaluations to collect feedback and identify areas for improvement, enhancing future hospitality offerings.

Achievements

**Massachusetts Institute of Technology** **–** 2022

* **Supply Chain Analytics Module (SC0x)**: Focused on risk management and consulting methodologies to enhance analytical skills in supply chain operations.

**International Air Transport Association** **–** 2021

* Dangerous Goods Regulations (D.G.R)
* Basic Cargo Skills & Procedures
* Developed expertise in logistics consulting, emphasizing safety and efficiency in cargo handling.

**Chartered Management Institute** **–** 2019

* **Strategic Management and Leadership Level 7:** Concentrated on strategic planning and leadership principles within the consulting framework.

Education

**Master’s** **in Financial Supply Chain Management (MBA)** –2020

University of West London, London, UK

**Bachelor** **in Business with Finance** – 2019

University of West London, London, UK

**Bachelor of Actuarial Science** – 2015

The American University in Cairo, Cairo, Egypt

Skills & Expertise

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| * Leadership & Team Management * Communication & Negotiations * Problem Solving * Project Management * Strategic Planning * Business Development * Adaptability * Customer Service * Planning & Organization * Risk Mitigation * Market Analysis * Stakeholder Engagement * Training and Development | * Data Analysis * Time Management * Budgeting & Forecasting * Decision Making * Microsoft Office * Market Research * Presentation Skills * Analytical Analysis * Client Relationship Management * Sales Strategy Development * Financial Reporting * Process Optimization * Negotiation Skills |

Languages

**Arabic:** Native| **English:** Fluent |**French**: Intermediate