

RAZAN KHALID OSMAN

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EDUCATION

MSc International Business Economics; City, University of London (City) 2019-2020

- Certification of the Bloomberg Markets Concept and Terminal
- Relevant modules: Financial Markets, Quantitative Methods, International/ Business Economics, Economics and Business Strategy, Corporate Finance, Economics of Competition and Regulation

BA International Business and Management (2.1); University of Reading (UoR) 2015-2018

- Relevant modules: Strategy and International Business, Corporate/ Business Strategy, Responsible Investment and Sustainability Reporting, Business Statistics, Private Equity and Venture Capitals
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WORK EXPERIENCE

Business Analyst at DAL Food Khartoum, Sudan

DAL Food is Sudan's largest conglomerate and Sudan's Coca-Cola Bottler 07/19-08/19 (Intern); 12/18-8/19

- Modified the management of internal logistics system to maximize resource and asset allocations, increasing utilization rate by 5%
- Led a team of analysts to assess the possibility of vertical integration for 12 different agriculture commodity groups
- Developed a business case evaluating a CAPEX of USD\$8 million for a recycling PET processing. Presented findings to Senior Management and received approval to implement
- Established partnerships with UN agencies and international suppliers to implement a complex 10-year waste management model, resolving issues posed by the informal sector and generating a USD2.34 million in revenues in year one, with a CAGR of 9%
- Led learning and knowledge-sharing workshops on different agricultural commodities to increase efficiency between departments and group subsidiaries
- Mentored two new graduates by preparing development programs, overseeing progress and providing support during weekly follow-ups

Business Development and Strategy Analyst at KYMIRA Sport (KS) Reading, United Kingdom

KS is a start-up, and a leading producer of infrared performance and recovery enhancing sportswear 02/16-09/16

- Built and managed strategic and positive relationships with business partners and investors. Managed a high priority relationship that secured 20% of an investment requirement of GBP250K.
 - Identified and conducted due diligence on potential investors based on rigorous research methodology and use of range of information
 - Assessed market opportunities and conducted monthly competitive environmental market reports. Used findings to advise on a business growth strategy by leveraging key capabilities in Saudi Arabia. The plan was presented to the CEO and senior managers for a feasibility assessment
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EXTRA CURRICULAR ACTIVITIES

City, University of London 2019-2020

- **Sustainability Leader:** Promoting sustainability by organizing and participating in projects around the university
 - **Beekeeping Society:** Co-founder and development officer to support and promote initiatives for bee protection
- **Enactus:** Identifying potential solutions to achieve SDGs in local community
 - Chosen as one of the five of sixty candidates to take part in the Amazon Project Training weekend
- **Program Representative:** Representing Students of MSc in International Business Economics in key meetings such as Staff-Liaison Committee
- **Award(s):** Employability Award and Leadership Award

University of Reading 2015-2018

- **Investment Society:** Produced industry insights in a team of 4 and gained training in Bloomberg Finance Lab
- **Conversation Club:** Promoted diversity and inclusion by facilitating conversations between international students
- **Award(s):** Red Award

Other: Financial Modelling and Valuation Analyst Certificate (Corporate Finance Institute)

LANGUAGES AND SKILLS

Arabic (Native), **English** (Fluent), **French** (Intermediate) | Office Microsoft Suite, Stata, Bloomberg Terminal