

HANI ABI KHALIL

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SUMMARY

Hani is a strategy consultant with 6+ years of experience across 7 countries, advising governments, financial institutions, and large organizations on strategy, transformation, and growth. Hani is known for his stakeholder management, collaborative leadership, and delivering implementation-driven outcomes.

SELECT EXPERIENCE

10/2021 – Present	Associate Manager, Oliver Wyman (<i>Part of Booz Allen Hamilton Acquisition</i>)	Middle East
	- Led 20+ transformation engagements across financial services and public sector clients, managing senior stakeholders and cross-functional teams - Developed expansion strategy & target operating model for a holding company, defining the BD & AM model to support 7x revenue growth over 5 years - Supported a central bank-led reform program involving 30+ banks, coordinating senior stakeholders on implementation priorities - Led a national revenue reform workstream identifying up to USD 700 million in compliance gap reduction opportunities - Established an enterprise risk management unit, defining mandates, reporting lines, and oversight structures	
08/2019 – 10/2021	Associate, Strategy&	Middle East
	- Supported on 10+ transformation engagements across TMT clients, contributing to stakeholder management and cross-functional delivery - Developed the target operating model for a product sales unit, defining BD & structure and strategy to drive client acquisition and revenue growth - Designed the B2B strategy for a major telecom operator, defining the commercial model and market entry approach across enterprise segments - Developed the ICT go-to-market strategy for a major telecom operator, defining the positioning, channel strategy, and sales approach across segments - Directed the investment case and strategic framework underpinning over \$5Bn in acquisitions for a major telecom operator	

EDUCATION

01/2024 – 12/2024	Master in Business Administration (MBA), INSEAD	Singapore, France
	Earned Oliver Wyman sponsorship and was awarded the LIFE scholarship	
11/2022 – 11/2023	Certificate of Professional Advancement, London School of Economics	Online
	Gained expertise in policy analysis and regulations, grade average: 93%	
09/2016 – 07/2019	Bachelor of Science in Economics (B.Sc.), Saint Joseph University of Beirut	Lebanon, Italy
	- Graduated in top 10%, member of student council and various clubs - Awarded a scholarship for an exchange program at the University of Torino	

ENTREPRENEURIAL & SOCIAL IMPACT

05/2021 – 12/2023	Founder, Mentor Point	Middle East
	- Established a mentorship platform (+300 members) - Led university partnership development and conducted 40+ workshops	
08/2019 – Present	Pro-Bono Consultant, Across Various Consulting Firms	Global
	- Designed Facebook's small and medium enterprises support strategy in Lebanon - Developed CSR initiatives advancing sustainable development in India	

SKILLS

Languages: Full professional proficiency in English, French, and Arabic, limited working proficiency in Italian

Information Technology: MS-Office (Excel, Word, PowerPoint, Visio) and Power BI

Hobbies: Building LEGO, board games, traveling (30+ countries), reading, chess, sports, and volunteering