Keith Ibrahim

Management Consultant

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SUMMARY

Management consultant with 5 years advising mid-market clients on strategy, cost reduction and operations, primarily in retail and manufacturing. Led a supply chain redesign that cut a client's logistics costs by $4.2M a year, and a pricing study that lifted gross margin by 3 points. Comfortable leading client workshops and building the financial model behind a recommendation.

EXPERIENCE

Consultant — Harrowgate Strategy Partners

Chicago, IL · Jul 2022 – Present

- Led a 4-month supply chain redesign for a $300M manufacturer, consolidating 12 regional warehouses into 7 and cutting annual logistics costs by $4.2M.
- Built a pricing elasticity model across 400 SKUs for a specialty retailer, recommending changes that lifted gross margin by 3 points without a measurable drop in volume.
- Ran 3 weekly workshops with a client's 8-person executive team to align on a 3-year growth strategy, delivered in a board-ready 40-slide deck.
- Managed 2 analysts on a due diligence engagement for a $50M acquisition, delivering the commercial assessment 2 days ahead of the client's deadline.
- Interviewed 25 frontline managers and store staff to diagnose why a loyalty program had 18% redemption, then redesigned the rewards tiers to raise it to 34%.

Senior Associate Consultant — Meridian Advisory Group

Chicago, IL · Jun 2020 – Jun 2022

- Analyzed cost structures for a regional grocery chain's 40 stores, identifying $1.1M in annual savings through vendor renegotiation and shrink reduction.
- Built a market entry model for a client considering 3 new metro areas, recommending the 1 with the strongest unit economics.
- Co-developed a change management plan for a 200-person back-office consolidation, which hit its go-live date with no service disruption reported.

SKILLS

Strategy: Market entry analysis, competitive benchmarking, growth strategy, pricing strategy

Operations: Supply chain redesign, process mapping, cost reduction, Lean / Six Sigma basics

Analysis: Excel financial modeling, PowerPoint storylining, SQL (basic), Tableau

Client management: Workshop facilitation, executive presentations, stakeholder alignment

EDUCATION

M.B.A., Kellogg School of Management, Northwestern University, 2020

B.A. Economics, University of Illinois Urbana-Champaign, 2016

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