

Haben Redae

Consultant

Background

- Haben has over **3 years of consulting experience** with **McKinsey & Company** and BC Strategy, advising client executive teams and senior management across range of industries including Financial Services, Industrials and the Public Sector
- Prior to joining consulting, Haben spent **3 years** as the **Head of Civil Engineering Projects** for an Engineering start-up. He was also an active entrepreneur, **founding two companies** in the Construction and Consumer Goods industries
- Haben graduated from Addis Ababa Institute of Technology with a **degree in Civil Engineering** (distinction) and **completed his MBA** at Addis Ababa University College of Business and Economics (4.0 GPA)

Sample Project Experience

- **Retail – Brand Strategy:** Supported the development of a revised Private Label Architecture for a leading Australian DDS, resulting in the consolidation of private label brands by >40%
- **Real Estate – Strategic Review:** Supported the development of the community real estate strategy (social infrastructure) for a large Australian property developer. Scope areas covered included an assessment of external market conditions, defining a new approach for identifying attractive development opportunities and detailing the proposed growth strategy and implementation plan for board endorsement
- **Public Sector – Policy Review:** Developed a roadmap for Australia’s clearing and settlement industry by evaluating global technological advancements and regulatory innovations
- **Banking – Corporate Strategy:** Supported 5-year corporate strategy development for a large multinational bank. Led the fact base development (market trends, banking pools, financial analysis, competitive analysis) and definition of strategic levers in multiple business areas incl. retail and corporate banking, procurement, product development
- **Oil and Gas – BU Strategy:** Developed a 20-year strategic plan for an International Oil Company (IOC). Led workstreams focused on sustainable revenue growth (aligning resources with regional and global demand outlook) and decarbonization.
- **Public Sector – Operations Transformation:** Led a team in the development and implementation of a new operational model to deliver daily meals to 40,000 schoolchildren in a rural county of an East African country with strict budget limitations