

# Salim KARAM

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## EDUCATION

- Sep. 25 – Dec. 26 **ESSEC Business School** *Paris, France*  
**Master in Strategy Management of International Business (M2)** (#3 Worldwide QS Ranking)  
▪ Relevant Coursework: Corporate Strategy, Global Strategic Management, AI & Data Innovation
- Sep. 20 – Dec. 24 **ESSEC Business School** *Paris, France*  
**Master 1 in Global Business Administration (M1) : Graduated Top 12%**  
▪ Relevant Coursework: Strategic Management, Private Equity, Microeconomics, Macroeconomics, Financial Accounting, Mathematics applied to Economics and Finance  
▪ International campus mobility: Spring semester in Singapore Campus (2022)
- Jan. 23 – Jun. 23 **King's College London** *London, UK*  
**Spring Exchange Semester**  
▪ Relevant Coursework: International Business Strategy, Entrepreneurship, Organisational Marketing  
▪ Successfully selected in a Consulting mission through the Organisational Marketing course to present strategic recommendations to companies such as Burberry, Metro Bank, Footprint Digital
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## WORK EXPERIENCE

- Feb. 25 – Jun. 25 **REMOVALL CARBON** *Paris, France*  
**Business Development Intern**  
▪ Generated €2M in new business revenue by leading prospecting, client negotiations, and closing deals.  
▪ Prepared 50+ proposals and tenders, directly influencing client acquisition and sales growth.  
▪ Conducted market analysis and competitive intelligence to identify expansion opportunities.  
▪ Supported product and service development, aligning offerings with client needs.  
▪ Represented the company at professional conferences, strengthening industry positioning.
- Jan. 23 – Dec. 24 **Crédit Agricole Auto Bank** *Massy, France*  
**Assistant Brand Manager**  
▪ Delivered competitor benchmarking and strategic insights to the Board, shaping business development in a €9.2B business.  
▪ Analyzed customer, market, and product data to recommend growth strategies and optimize service contracts.  
▪ Monitored and reported on marketing campaigns, ensuring alignment with performance objectives.  
▪ Designed and executed direct marketing campaigns (mailing, email, telemarketing), driving customer engagement.
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## SKILLS

- Languages** French, English and Arabic (native), Spanish (fluent), Portuguese (advanced), Mandarin Chinese and German (notions)
- Certifications** **Tage-Mage** (440, top 2%), **IELTS** (8/9), **Harvard Spreadsheet Modeling Course** (Harvard University)
- Technical Skills** Office Suite and automation tools, Statista, Global Data, Capital IQ, Photography Software
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## ACTIVITIES & INTERESTS

- Photography** Urban, landscape and automobile photography : +1 Million views on [Unsplash](#)
- Sports** Football (10+ years), running (3-times Half-Marathonian, PR of 1h45), archery and hunting
- Cinema** Passionate about cinema, exploring the intersection of storytelling and culture.