

Exciting career opportunity



Business Development, Associate Director – Sub-Saharan Africa

KPMG in Africa is part of a global network of firms that offers Audit, Tax, Consulting, Deal Advisory and Technology services. Through the talent of over 16,000 colleagues, we bring our creativity and insight to our clients' most critical challenges.

With offices across the continent, we work with everyone from small start-ups and individuals to major multinationals, in key sectors. Our work is often complex, yet our vision is simple: to be the clear choice for our clients, for our people and for the communities we work in.

At KPMG, Our Values represent what we believe in and who we aspire to be. Our Values guide our behaviors day-to-day, informing how we act, the decisions we take, and how we work with each other, our clients, our communities and all our stakeholders. They bind us together, across our different backgrounds and cultures, and are common to each of us. Living Our Values is a journey that requires the collective ownership and commitment of everyone at our firm. If you would like to be part of this journey, we welcome you to explore the opportunity.

Position Summary

An opportunity has arisen for an Associate Director role to join a strong and formidable African Deals team on an exciting journey. We are seeking three highly motivated candidates, that will provide trusted market expertise, collaborating with member firms around the strategic Deals cycle to fulfil the deal origination mandate to source, screen, pitch, and present robust views on sector dynamics and potential investment opportunities to Clients including Private Equity, PLCs, corporates, privately owned businesses in sub-Saharan Africa and international markets seeking to enter the region.

This is an ideal opportunity for the candidate(s) to join a growing and ambitious team as Deal Origination and Business Development specialist(s), working on a broad range of Sub-Saharan Africa and cross-border transactions including sell-side, buy-side and strategic advisory mandates. The three candidates will each focus on East Africa, Southern Africa, and West Africa and will lead each region in the origination of large Deals mandates across a range of sectors in the region, providing senior bandwidth for our Financial Services, Consumer Goods and Retail businesses.

The role will be initially be on initial two-year contract terms (renewable subject to performance) and mainly deal with Mergers and Acquisitions (M&A)/Deal Origination

Role and Responsibilities

- **Deal origination:** Leading the charge on developing deal flow, using a network of relevant and high-level contacts to help originate both buy and sell-side mandates for the team, by engaging with clients to build strong relationships to understand their business, portfolio, and support with Deals strategy development
- **Business development:** Play a key role in pro-actively generating ideas for value creation opportunities for corporates and private equity clients across key sectors and further KPMG's strength in the region while supporting other areas of the business with go to market and business development best practice / strategies
- **Thought leadership and research:** Provide pro-active guidance to team members on research and analysis of market dynamics, including thought leadership pieces to develop content that would support client engagements, with support from the internal Deals team
- **Manage internal relationships:** further leverage off KPMG's reach and brand outside of M&A deal advisory. The reach and strength of senior relationships across the sector is a powerful tool to be harnessed

- **Team development:** Develop, coach, and motivate an experienced team. While the successful candidate(s) will have an external / origination focus, they will not be successful without further developing a more delivery focused team
- Establish a high level of credibility and manage strong working relationships with external parties including intermediaries and other advisors

The successful candidate(s) will be central to all key decision making and will play a vital role in the continued development and success of the team and wider African Deals practice

Attributes, Qualifications and Skills:

The ideal candidate has:

- Strong academic & technical background (ACA, CFA, MBA or equivalent)
- Significant experience within M&A/Deal advisory in an investment bank, Big 4, private equity team, M&A/Investment banking boutique, or corporate development role
- A proven and demonstrable track record of materially contributing to the successful generation of competitive sell and buy-side mandates in the Deals space
- Strong numerical, analytical, and strategic thinking skills and a good grasp of financial and business models
- Significant transactional experience with a demonstrable record of deal origination and/or execution across all phases of the transaction cycle from origination to completion
- Excellent communication skills with the authority and credibility to gain respect both internally and externally with people at all levels
- Proven track record in building, motivating and empowering teams. Experience of managing and developing high performing teams
- Personal drive to deliver results and ambition to make an impact in a growing sector team
- Commitment to high quality standards, attention to detail and motivation to deliver results within tight deadlines
- Proven credibility and market recognition as a thought leader
- Personable approach, possessing the ability to create confidence and trust with colleagues and clients alike
- Entrepreneurial in outlook with a passion to succeed in a competitive market environment
- Experience in working across multi jurisdictions and prepared to travel intra continentally

We offer:

- An exciting opportunity to work with a Big 4 firm on cutting edge infrastructural development across Africa.
- Continuous learning and development.
- Exposure to multi-disciplinary client service teams.
- Unrivalled space to grow and be innovative.

KPMG is committed to achieving gender balance. Female candidates are strongly encouraged to apply for this position

If your career aspirations match this exciting opportunity, please send your application to talentrecruit@kpmg.co.ke by **10 June 2023**.

Please note that only shortlisted candidates will be contacted on a rolling basis.

kpmg.com/socialmedia

