

Exciting career opportunity



Manager, Digital Transformation Sales Enablement Lead – 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

At KPMG, you'll find a world of opportunity, where our people give clients and communities the insights, they need to build a sustainable future.

This role seeks an experienced professional to drive growth through sales enablement to achieve the firm's digital transformation strategy and vision. As the Sales Enablement Lead for Connected Enterprise (the firm's global approach to digital transformation) in Africa, you will be responsible for defining our sales enablement strategy, selecting tools, and developing processes to deliver on that strategy, and ultimately increasing the effectiveness of our Africa sales organization. If you excel in fast-paced environments and have 6 years of strong B2B experience in sales enablement involving complex products in an OEM or Consulting environment, we want to talk to you. This individual will work with the global Connected Enterprise team and various other global teams, the sector line of business (LOB) and functional teams across our African network of member firms to drive the firm's sales agenda for Connected Enterprise in Africa.

This is a Full Time, Hybrid Pan-African role, with responsibility for leading a team across the continent, and the resource will be based in either Johannesburg, Nairobi, or Lagos.

Roles and Responsibilities

- Act as the primary contact for Connected Enterprise related sales queries for Africa.
- Provide Sales Enablement support for Accounts to grow with Sales & Pipeline Management, Reporting, Financial Analysis with Account Summary and Go-To-Market Strategies.
- Pursuits support with Strategic Research, Marketing, Event Coordination and Relationship Building Projects.
- Provide support to Business Development Teams on Go-To-Market Strategies, Field of Play Analysis, Solution Centric Support, Financial Analysis and Relationship Management.

- Revenue planning by coordinating with Connected Cluster Heads and Service Line Heads.
- Provide enablers to identify specific actionable and strategic opportunities for the firm.
- Strong Research Support identifying industry trends and disruptions and contextualizing them to highlight the potential market opportunity areas to win complex problem.
- Sector/Client – lead campaigns from scoping to executing the final product/solution.
- Attend and participate in all calls with the account team counterparts and share progress and status updates.
- Maintain & develop marketing and knowledge artefacts working with relevant global teams to ensure consistency and compliance with latest narrative and insights.
- Help the BD Team with RFP, RFI, along with Analyst views.
- Work proactively and respond to Account Coordinators, Business Development Executive, Market Operation Leader & Partners.
- Develop and maintain healthy working relationships with the Account Teams.
- Proactively reaching out to account teams soliciting feedback for the work and taking appropriate action.
- Lead on Connected Maturity Assessment workshops with account and pursuit teams in Africa
- Lead on Connected Enterprise sales training for Africa.
- Work closely with relevant technology alliances teams and leaders.
- Be responsible for the Connected Enterprise pipeline management for Africa and reporting thereof into the global team.

Qualifications, Experience and Skills

The ideal candidate has:

- B.Sc., B.A. degree or equivalent.
- 6+ years of B2B experience in a sales enablement leadership role.
- Demonstrated track record of developing and delivering training programs with measurably improve sales productivity and performance.
- Proven experience creating and deploying successful onboarding plans within sales organizations.
- Experience with high-touch, enterprise sales cycles.
- Strong knowledge of sales effectiveness (skills/knowledge training).
- Strong project management skills, especially project planning and delivery.
- Ability to prioritize and balance multiple, on-going initiatives.

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.

If your career aspirations match this exciting opportunity, please send your application to talentrecruit@kpmg.co.ke by **15 July 2023**.

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

kpmg.com/socialmedia

