

# Exciting career opportunity



## Microsoft Business Development Senior Manager - 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

KPMG is looking for a best-in-class candidate to help grow the Microsoft Alliance business across our different sectors and service lines in Africa. The ideal applicant would be able to find client opportunities for KPMG, manage and develop the relationships with partners, develop appropriate market strategies and assist in execution. Predominantly a client facing role, a key performance metric is the sales and revenue generated for KPMG - though it does not exclude the need to formalize and structure the operational support required to build this practice internally.

### Base Location

Your location will be determined based on your location. Our main hubs are located in Johannesburg, Lagos and Nairobi.

### Role and Responsibilities

#### Partner Alliance Management:

- Determine the scope for Microsoft products and services within KPMG.
- Enhance and develop the vision and objectives for the Microsoft alliance.
- Define, facilitate, and communicate needs and expectations for both partners and KPMG
- Facilitate opportunities to cross-educate each organization (Microsoft and KPMG) on the value and solutions offered by each organization.
- Accountability for the drive, reporting and meeting of key strategic and operational metrics (revenue targets etc.)

#### Sales Pipeline Development and Execution:

- Own, understand and manage the Microsoft product (and adjacent KPMG solutions) sales pipeline from awareness to conversion.
- A hands-on approach to sales, marketing, and awareness activities - engagement in direct sales opportunities with clients or assistance in RFP's/other opportunities.
- Identify and execute key activities that will further grow the alliance partnership (e.g. planning of joint marketing events).
- Harvest current channels for leads and develop sustainable new leads channels to keep the pipeline active. (This includes deal creation with or without involvement of partners.)
- Create and report back on key pipeline metrics, keeping internal stakeholders up to date with opportunities available.

#### Practice Formalization and Development:

- Optimize the current operations, management process and reporting.
- Connect and learn from KPMG's global member firms on how they manage their relationships & pipeline.
- Work with the marketing team to develop targeted campaigns and strategy specific materials.

- Report to KPMG's global alliance function on key alliance metrics.

### Attributes, and Skills:

- Understanding of Microsoft as an organization (systems, alliance programmes, ways of work etc.).
- The ability and experience to generate demand for consulting and/or Microsoft products.
- The ability to create new, profitable lead channels while mining existing sales channels for opportunities.
- Ability to present and communicate clearly with client stakeholders (from senior executives to users).
- Must be able to work autonomously and in a team, while seeking leadership guidance appropriately.
- Ability to plan, coordinate and track multiple business development activities.

### Advantageous:

- Previous experience of working in a global consulting firm and/or familiarity with the services provided.
- The ability to combine consulting and Microsoft offerings to solve client needs.
- Previous experience in managing an alliance between a technology partner and a system implementor/consulting firm.

### Minimum requirements (including qualifications and experience)

- Bachelor's degree from an accredited college/university or equivalent experience.
- 7 - 15 years of experience in a similar B2B sales environment.
- Verifiable history of meeting/ exceeding sales targets and finding new sales channels or pathways to a sale.
- Demonstrated understanding of the enterprise software market with a focus on Microsoft solutions.

### 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.
- Strong collaborative culture grounded in principles of psychological safety and equal opportunity.
- Opportunities to deepen your experiences, deliver meaningful impact and develop your skills.
- An appreciation for the unique perspectives and insights you can share by bringing your whole self to the table.

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](mailto:talentrecruit@kpmg.co.ke) by **17 June 2023**.

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

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