

Exciting career opportunity



Microsoft Solution Architect (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

The purpose of this role is to perform the duties of a Microsoft Solution Architect within KPMG Advisory locally and as part of the wider Africa market.

The successful applicant will be a platform Architect and a Subject Matter Expert (SME) in Microsoft solutions. This is a key role, and the applicant would be accountable for the delivery of a robust and scalable enterprise-wide platform architecture that will deliver on client's strategic objectives and will ensure that solution architecture is developed in alignment with the Enterprise Architecture and Functional design of client requirements.

The successful candidate will engage with KPMG member firms in different African countries.

Candidates should have a passion for exploring how Microsoft solutions can solve our clients' practical business problems in a cost-effective way. Candidates should also be committed to working with KPMG teams to help ensure that the envisioned Microsoft solution is delivered on time, on budget and at the required level of quality.

Base Location

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

Role and Responsibilities

Overall:

- Articulates deep knowledge of the Microsoft platform and solutions.
- Maintains a particular strength in identifying what can be delivered out of the box and when it is fitting to use custom development.
- Assesses the systems architecture currently in place and works with technical staff to continually improve it.
- Maintains knowledge of third-party software vendors to leverage complementary offerings and effectively compare solutions.
- Provides regular updates on any developments in system architecture projects.
- Ability to successfully communicate complex topics regarding solutions and related projects to audiences both with and without deep technical skills.
- Communicates effectively with clients, leads meetings and workshops.
- Research current and emerging technologies and proposes changes where needed.

Presales:

- Defines scope and owns estimates for sales proposals and statements of work.
- Can assess and compare the business impact of relevant technical implementation options.
- Articulate the benefits and features of Microsoft products and services.
- Engage in face-to-face client interaction to drive opportunities forward, as guided by the business development senior manager.

- Brings credibility in terms of Microsoft product knowledge.
- Support development of response to proposals and assist with sales presentations.

Delivery:

- Ensures end-to-end solution cohesion and correctness.
- Designs and takes responsibility of the governance for an integrated system that meets the client's vision.
- Owns the specifications and requirements into the systems architecture.
- Facilitates discussions with business and technical stakeholders to translate the critical business requirements.
- Present a technical vision and solutions in the form of Microsoft products, customizations, and integrations.
- Provides insight on current best practices and solution alternatives as part of functional or technical design.
- Provides leadership and guidance to the team throughout the implementation to ensure accurate delivery of project plans.

Attributes, and Skills:

- In-depth experience and sound knowledge of Microsoft Methodologies, technologies and testing tools.
- Excellent communication skills, both verbally and writing to a variety of technical and non-technical audiences.
- Must be outcomes and deliverables focused, and able to meet deadlines.
- Strong organisational, project management and leadership skills.
- Proficient at working in diverse multi-national teams.
- Ability to multitask and remain calm under pressure.
- Must be proactive and be able to work with certain level of autonomy.
- Coaching and mentoring of junior staff.

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 on a technical and solution-focused level.
- Previous experience in navigating an alliance between a technology partner and a system implementor/consulting firm while implementing relevant client-focused solutions.

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 by 17 June 2023.

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

kpmg.com/social media

