

# Exciting career opportunity

#Thrive with us and #Come as you are



## Insight, Data and AI Lead

KPMG is a global network of professional services firms providing Audit, Tax and Advisory services. Our purpose is to inspire confidence and empower change. We have a notable Africa Footprint serving clients across the continent. Our East Africa practice comprises Kenya, Uganda, Tanzania, and Rwanda. The Nairobi office serves as the regional coordinating office providing the required networking to facilitate delivery of services on a timely basis to meet and exceed our clients' expectations.

### Key roles and responsibilities:

This role seeks an experienced individual with a strong track record in consulting and a deep understanding of data, analytics and AI to help our clients harness the power of data and artificial intelligence. This role will be based in the Nairobi regional office, primarily serving clients in East Africa, and as the need arises, the larger Africa region.

### Strategy:

- Leverage regional alliances with technology partners (e.g. Microsoft, Oracle, IBM, AWS, Google, etc) to drive proactive leads generation, joint pitch, pipeline management and conversions as they relate to data analytics.
- Manage, mentor and grow our BI, Analytics and AI competence area.
- Embed data & AI in everything we do – meaning that you will also be responsible to explore and improve collaboration with the different competence areas available within KPMG.

### Client Impact:

- Drive business growth across East Africa through new business development and expansion of existing client accounts.
- Oversee data management, warehousing, integration, and migration; business intelligence; analytics; and delivery across advisory and technical projects.
- Lead the development and implementation of data and advanced analytics strategies for clients across East Africa.
- Interact with business leaders and functional experts to understand current and future business challenges and needs and develop long lasting client relationships.
- Provide subject matter expertise on data-related topics as well as consultative guidance for data management and governance.
- Develop data, machine learning and artificial intelligence models that improve processes and add strategic value to the client's business.
- Stay up to date with industry trends and emerging technologies in data and analytics to ensure we provide clients with the latest and most effective solutions.
- Work closely with clients to understand business needs and develop tailored solutions.
- Develop practice through thought leadership and training.

### Manage Engagements:

- Provide technical knowledge, direction and training to the engagement team to produce quality deliverables on time and on budget.
- Building and promoting strong client relationships by understanding client needs and proposing digital initiatives to serve their needs.
- Providing and facilitating the involvement of subject matter experts for the key components of the strategy during the formulation stage.
- Presentation to project committee or board of directors (where relevant) on the project status, recommendations and action plans.
- Manage engagement risk.

### Business Development:

- Develop and maintain relationships with decision makers at key clients.
- Identify transformation opportunities based on a thorough understanding of digital transformation and emerging technologies in different sectors.
- Contribute to business development and proposal development efforts.
- Facilitation of CIO events to create awareness of technology transformation offerings in the market.
- Contribute towards meeting the expected revenue numbers as agreed with the leadership.
- Manage the opportunity lifecycle in the pipeline (Proposals preparations, delivery, billings etc.)

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## Academic/Professional qualifications and Experience:

- Bachelor's or Master's degree in a relevant field such as computer science, statistics or data science.
- Minimum of 8 years' experience in data and analytics consulting with a proven track record of delivering successful projects.
- Have an End-to-End mindset spanning both (pre-) sales & delivery.
- Must have deep understanding of data and analytics technologies, including data warehousing, data integration and data visualization.
- Must have experience with Artificial Intelligence and Machine Learning as primary requirements advantage.
- Being a self-starter and able to work independently including across multiple priorities and complex matrixed roles and responsibilities.
- Strong communicator, including listening skills with an ability to translate insights across business and technology teams
- Focus on staff development and providing guidance and technical advice where necessary.
- Must have hands-on experience with modern Data & AI Platforms based on Azure, GCP, Oracle or AWS and other market leading solutions.

## Personal attributes:

- Demonstrate commercial awareness with sound knowledge of matters affecting the market.
- Demonstrate curiosity around innovation, managing emerging technologies, driving business performance through technology.
- Enthusiastic approach to work, well developed management, and supervisory skills.

- Entrepreneurial mind-set and ability to identify opportunities and develop high quality proposals.
- Displays curiosity and innovation and possesses well-developed problem-solving abilities and strong analytical skills.
- Socially confident, and able to create a strong presence with clients and the KPMG team.
- Excellent report-writing, presentation, and project management skills.
- Confident, tactful and able to effectively influence others and deal effectively with senior leaders.
- Able to connect with the right complimentary people in KPMG to tackle new and complex business problems with a data flavour.
- Strong team and work ethic, comfortable with ambiguity, change and challenge
- The ideal candidate must be able to provide support to various management and leadership levels, as well as work well independently.

## We offer:

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

If your career aspirations match this exciting opportunity, please use the link below to apply:

[Insight, Data and AI Lead – Candidate's Summary](#). Filling the link is mandatory for consideration alongside your application to [talentrecruit@kpmg.co.ke](mailto:talentrecruit@kpmg.co.ke) quoting 'Insight, Data and AI Lead' by **09 April 2024**.

Please note that only shortlisted candidates will be contacted.