

Exciting career opportunity

#Thrive with us and #Come as you are



Technology Alliance Business Development 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:

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. The expectations of this role are to:

- Drive growth through sales enablement to achieve the firm's digital transformation strategy and vision.
- Defining our sales enablement strategy, selecting tools, and developing processes to deliver on this strategy.
- Stakeholder management with clients and alliance partners to unlock opportunities for KPMG.
- Must have 10 years of strong B2B experience in sales enablement involving complex products in an OEM or Consulting environment.
- Work with the Africa Alliance team Powered Enterprise, Connected Enterprise, Trusted team and various other global teams, the sector Line of Business (LOB) and functional teams to drive the firm's Tech Alliance Business Development agenda in the Africa region.

Business Development:

- Act as the primary contact for Tech Alliance related sales queries for East 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.
- Lead the business development 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, Powered and Elevate Maturity Assessment workshops with account and pursuit teams in East Africa.
- Lead on Connected, Powered Enterprise and Elevate sales training for East Africa.
- Work closely with relevant technology alliances teams and leaders.
- Be responsible for the Tech Alliance pipeline management for East Africa and reporting thereof into the Africa team.

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Academic/Professional qualifications and Experience:

- B.Sc., B.A. degree or equivalent.
- At least 10 years of B2B experience in a technology sales enablement leadership role.
- Demonstrated track record of improving sales productivity and performance. Evidence of sales achieved per annum is to be attached with the application.
- Proven experience creating and deploying successful onboarding plans within sales organizations.
- Must have experience with high-touch, enterprise sales cycles.
- Strong knowledge of sales effectiveness (skills/knowledge training).
- Sales certification from Oracle, SAP, Microsoft, AWS or Google will be an added advantage.
- Strong project management skills, especially project planning and delivery.
- Previous sales enablement experience in a rapidly growing, successful OEM or consulting firm.
- Experience with CRM tools will be an added advantage.
- A flair for developing relationships across functions and departments as well as international borders.
- 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 stakeholder management skills.
- High energy level.
- The ideal candidate must be able to provide support to various management and leadership levels, as well as work well independently.
- Ability to prioritize and balance multiple, on-going initiatives.
- Ability to flourish in a dynamic, fast paced environment.

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.

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:

[Technology Alliance Business Development Lead – Candidate's Summary](#). Filling the link is mandatory for consideration alongside your application to talentrecruit@kpmg.co.ke quoting 'Technology Alliance Business Development Lead' by 09 April 2024

Please note that only shortlisted candidates will be contacted.