

Exciting career opportunity

#Thrive with us and #Come as you are



Associate Director – Blended Finance Specialist

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.

Purpose of the Position

Governments, Development Partners and philanthropists are accelerating the drive towards attaining the sustainable development goals and need to attract the right type of funding for critical development infrastructure. Multilaterals have come under pressure to scale up development finance. The Multilateral Development Bank (MDB) model is a powerful multiplier of shareholder capital in support of development. But much more is expected of MDBs in the 21st century given the magnitude and urgency of development and climate challenges confronting the globe. Development Finance Institutions (DFIs) on the other hand are repositioning themselves to provide the much needed climate finance in all aspects of transition finance, mitigation and adaptation finance and nature finance. They are seeking solutions to be innovative and catalytic and in particular the opportunity to crowd in and mobilise commercial capital is a high priority at the moment. In addition, Philanthropies are also quickly changing and shifting away from the model of pure giving to wanting to see their grant funds unlock projects, and deliver on impact. All these Infrastructure eco system players are seeking solutions that KPMG can provide.

Key roles and responsibilities

The individual will assist the Deal Advisory leadership team in day-to-day engagement management on specific projects and will:

- Take ultimate ownership of a portfolio of blended finance mandates in the region, often taking the formal role of Team Leader and leading multi-disciplinary teams of KPMG professionals and sub-consultants, harnessing skills across commercial, financial, procurement, legal, regulatory, environmental, social and technical/engineering backgrounds. Provide leadership, direction, and guidance to junior team members.
- Have oversight of delivery teams that are developing strategy, policy, pipeline and investment attraction programs.
- Develop and present client materials including status reports, project reports and presentations.
- Actively participate in developing a suite of solutions for Development Partners, DFI's and philanthropies with an emphasis on infrastructure funding and financing.
- Lead the development of a robust business development pipeline of opportunities including the development of detailed concept notes, ownership of the preparation of all elements of technical and financial proposals, leadership of (or participation in, as the case may be) of client pitches, etc..
- Lead on service line innovation and expansion for Development Partners, DFIs and Philanthropic clients working on infrastructure projects
- Maintain relationships with key client contacts.
- Provide research and project management support.
- Lead the capacity building of teams in the region on blended finance.

Academic/Professional qualifications and Experience:

- Relevant Master's degree (Finance/ Business/ law).
- Minimum 15 years of experience working in a banking or capital market environment
- Experience working with MDBs, DFIs and Philanthropies.

Technical skills and competencies:

- Project Finance and or Structured Finance transaction experience
- An expert-level grasp of blended finance and the issues impacting MBD reform, DFI strategies and Philanthropies.
- Strong research, analytical and problem-solving capabilities.
- Good interpersonal and client relationship skills.
- Priority account leadership: experience leading priority accounts and achieving stretch revenue targets.
- Strong Microsoft Excel / data analysis and manipulation skills.
- Strong written and verbal business communication skills.
- Proven ability to multi-task and ensure effective delivery of competing priorities to meet targets and objectives

Other:

Candidates must be willing to travel



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Personal attributes:

Demonstrate and articulate KPMG values as well as proven capability in:

- Good communication (written and verbal), numeracy, presentation and analytical skills.
- Excellent coordination and planning skills
- IT proficiency, especially Microsoft Office
- An eye for detail
- Team leadership: ownership of pursuit, conversion and delivery of multiple complex assignment simultaneously. Goal-driven and results-oriented mindset.
- Comfortable with multitasking, flexibility, and open-mindedness.
- Unquestionable integrity.
- Multicultural skills: must be able to operate and interact across multiple African jurisdictions and uphold cultural diversity.

We offer:

- An exciting opportunity to work with a Big 4 firm on major cutting edge real estate, construction, and infrastructural developments across Africa.
- Continuous learning and development.
- Exposure to multi-disciplinary client service teams.
- Unrivalled space to grow and be innovative.

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 use the link below to apply:

[Associate Director - Blended Finance Specialist – Candidate's Summary](#). Filling the link is mandatory for consideration alongside your application to talentrecruit@kpmg.co.ke quoting 'Associate Director – Blended Finance Specialist'. This position shall be shortlisted on a rolling basis.

Please note that only shortlisted candidates will be contacted.