

Exciting career opportunity

#Thrive with us and #Come as you are



Associate Director - USAID/US Government Account _ Africa

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

KPMG Africa is looking for a best-in-class candidate to grow the USAID and US Government portfolio across our different sectors and service lines in Africa. The ideal applicant will source client opportunities for KPMG, manage and develop our relationships with USAID and major US Government partners, develop appropriate market strategies and execute them. Predominantly a client and partner-facing role, a key performance metric will be growth in revenue from this key target account. Other objectives include formalizing and structuring the operational support required to enhance this account internally and support to some of our key sector pillar, for example Trade and Investment.

The role will be located in Nairobi, Kenya and will be an initial two-year, fixed-term contract (renewable subject to performance).

Key roles and responsibilities

Sales Strategy, Pipeline Development and Execution:

- Determine our relative competitive advantages in the market and refine our strategies by sector for pursuing USAID contracts and downstream opportunities in the region.
- Own, understand and manage the USAID/US Government pipeline from awareness through to conversion.
- 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.
- Provide a hands-on approach to sales, marketing, and awareness activities - engagement in direct sales opportunities with clients or assistance in RFPs/other opportunities.
- Report on key pipeline metrics, keeping internal stakeholders up to date with opportunities available.
- Foster business development interactions between key KPMG staff and responsible partners and directors to shape pursuits and proposals.
- Lead business development that results in winning work for the firm.
- Enable pre-positioning for anticipated bids and coordinating submission of winning bids – both directly and through coaching and mentoring of senior staff in key countries.

Partnering and Relationship Management:

- Identify, establish, grow and sustain our number of relationships with credible and industry leading USAID partners (i.e. Consultancies, INGOs, Local Entities) for our markets and key sectors in Africa. This is for the purposes of pre-bid partnering or provision of downstream services.

- Identify and execute key activities that will further grow our partnerships and positioning of KPMG's brand in our markets in Africa (e.g. joint marketing events).

Practice Formalization and Development:

- Optimize the current operations, management process and reporting for USAID-related opportunities.
- Mentor existing staff and lead on recruitment of additional key experts to enable us to grow.
- Connect with and learn from KPMG's global member firms on how they manage and grow their relationships & pipeline, namely KPMG US based in Washington DC.
- Work with the marketing team to develop targeted campaigns and strategy specific materials.
- Report to Africa USAID account lead partner on key performance metrics – pipeline and assignments.

Engagement Execution Support:

- Act as the quality assurance/subject matter expert (as required) on USAID/US Government engagements within Africa.
- Provide strategic and technical leadership on commercial aspects of USAID/US Government pursuits and agreements.
- Lead on ensuring compliance with USAID/US Government contractual requirements by employed delivery teams.
- Provide support to the delivery teams in Africa (as required) in the execution of USAID/US Government engagements.

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Academic/Professional qualifications and Experience:

- Bachelor's degree from an accredited college/university.
- Minimum of 10 years' senior experience handling USAID/US Government account(s).
- Experience in demand and supply-side of international development.
- Verifiable history of meeting or exceeding USAID/US Government sales targets and finding new sales channels or pathways to a sale.
- Demonstrated understanding of two or more sub-sectors of international development services, such as agribusiness, trade and investment, private sector development, governance, health, energy, climate and sustainability, etc.
- Willingness to travel across Africa to events and meetings in addition to working from local office or home office.
- Ability to lead and manage a cross-jurisdictional team.

Personal attributes:

- Up to date understanding of the US Government and USAID development agenda and delivery partners servicing Africa across several sectors.
- Experience in generating demand for USAID/US Government consulting business.
- Able to create new, profitable lead channels while mining existing sales channels for further opportunities.
- Able to present and communicate clearly with client and internal stakeholders (from senior executives to users).
- Able to work autonomously and in a team of senior professionals, whilst providing leadership guidance appropriately.
- Able to coordinate, track and push multiple USAID business development activities by our staff across key geographies in Africa, whilst individually leading on key pursuits.

- Experience working for a global consulting firm and/or familiarity with international development services in Africa.
- Ability to articulate USAID/US Government solutions and provide strategic guidance during technical implementation.
- Experience in leading or delivering USAID/US Government contracts for a global firm.
- Experience supporting International Development funders other than USAID would be advantageous.

We offer:

- An exciting opportunity to work with a leading firm on the cutting-edge of international development 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 – USAID _ Africa – Candidate's Summary](#). Filling the link is mandatory for consideration alongside your application to talentrecruit@kpmg.co.ke quoting 'Associate Director – USAID _ Africa'. This position shall be shortlisted on a rolling basis.

Please note that only shortlisted candidates will be contacted.