

Exciting career opportunity

#Thrive with us and #Come as you are



International Development Advisory Services (IDAS) Africa- Associate Director (FCDO -Business Development EA)

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.

Position Summary

We are currently looking for an Associate Director to support us in business development and delivery for UK Gov: FCDO (donor), British International Investment (DFI), UK Export Finance (guarantees/ECA), cutting across different sectors in Africa.

Based in Nairobi, Kenya, the successful candidate will lead our UK Government key account across Africa. He/she will combine business development with delivery and management of engagements. This role will involve coordination and oversight of our activities targeting the UK Government (and especially FCDO) key sectors or strategic priorities in Africa. The role will require travel across Africa and occasionally to UK.

Key roles and responsibilities

- Business development – A lead role is business development strategy design and implementation. Generating new business, building and cultivating strong business relationships, and exhibiting technical and operational leadership to deliver quality, client- centric solutions that target the direct UK Government opportunities (especially FCDO).
- Client/project management – Lead/manage multiple projects or programs through the direction of a team of professionals and with the contribution of cross- divisional specialists. This includes support on negotiations, contractual arrangements and delivery of engagements.
- Develop a portfolio of projects (cutting across Africa) by building and maintaining strategic relationships with senior stakeholders of the UK Government and its agencies such as the FCDO or Target Governments in Africa.
- Maintain awareness of market trends, competitor activity and products/services.
- Risk management – Ensure full compliance with KPMG's quality, risk and management requirements.
- Any other tasks that will be assigned to you.

Academic/Professional qualifications and Experience:

- Bachelor's degree in health, economics, finance, engineering etc. A post graduate qualification in a relevant field would be essential.
- At least 15 years' working experience in the international development sector or working with development finance institutions, preferably in Africa;
- Proven experience of managing projects and teams in a development or professional services firm;

- At least 10 years of experience/knowledge working with UK Government agencies such as FCDO (formerly DFID) as a subject matter expert;
- Demonstrated ability to generate business and deliver work in strategic sectors funded by FCDO or the UK Government;
- Track record of success in writing proposals and winning engagements;
- Established relationships and networks with UK Government and other key players in the UK Government such as FCDO.
- An excellent understanding of the current UK Government development approach/agenda for Africa.
- Well-developed presentation, proposal and report writing, communication and interpersonal skills.

Personal attributes:

- Good communication (written and verbal), numeracy, presentation and analytical skills.
- IT proficiency, especially Microsoft Office and recruitment software
- An eye for detail
- Team player with leadership capability
- Excellent coordination and planning skills
- Goal driven and results oriented mindset.
- Multicultural skills to operate across diverse African jurisdictions.
- Resilience, tenacity, and the ability to handle difficult client conversations.
- Comfort with multitasking, flexibility, open-mindedness, and the ability to make quick decisions.
- Unquestionable integrity.

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:

[IDAS AD UK Govt/ FCDO EA – Candidate's Summary](#). Filling the link is mandatory for consideration alongside your application to dasrecruit@kpmg.co.ke quoting 'IDAS FCDO AD – Based in EA'. This position shall be shortlisted on a rolling basis.

Please note that only shortlisted candidates will be contacted.