

Exciting career opportunity

#Thrive with us and #Come as you are



Bid Manager/ Technical Bid Writer – Senior Manager- International Development Advisory Services (IDAS)

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, Rwanda and Ethiopia.

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 a Bid Manager/Technical-Senior Manager writer with experience in the international development sector to join our exceptional team. The ideal candidate will have proven experience of managing and designing highly effective, successful proposals and bids including technical solutions and articulating compelling responses to formal tenders and unsolicited proposals. Working within a highly dynamic and supportive team, and reporting to the IDAS Africa Partner, the candidate will build strong relationships not only with all areas of the business, but with clients, partners, and associates, across a broad range of thematic areas within the KPMG IDAS' Africa and global networks.

Key roles and responsibilities

- Proactively support IDAS Africa Business Development to maintain and manage the opportunities pipeline by reading, researching and analyzing early intelligence and calls for proposal for go, no/go decision making considering win themes and USP.
- Leading and taking ownership of the bid process - from forming bid teams, developing strategies, managing inputs, leading story boarding sessions, researching and crafting compelling technical responses and coordinating the commercial strategy and inputs.
- Supporting the sector and pillar leaders to manage and coordinate proposal inputs from technical and consortium partners as well as key stakeholders.
- Ensuring mandatory compliance requirements are met for all proposals in line with donor requirements.
- Managing plan timelines and ensuring bid processes are on track in line with proposal deadlines and ensuring adequate processes and touch points for validation and review of technical and commercial bid submission.
- Proactively managing and updating the pipeline, providing reports to management on scheduled and ad hoc requests.
- Ensure full compliance with KPMG's quality, risk, and management requirements.
- Adopting a continuous learning culture by holding proposal debriefs and lesson learning sessions
- Participating in and contributing to discussions and meetings on strategies on pipeline and bid development.
- Supporting, developing and enhancing innovative operational processes for end-to-end bid management, including the use of technology to achieve efficiency.
- Any other business development tasks that will be

assigned to you.

Academic/Professional qualifications and Experience:

- Bachelor's degree in economics, international relations, or a related field.
- Master's degree in any field will be an added advantage.
- Over 10 years' experience of managing and writing winning bids in response to tenders for donor-funded international development programs, including any of the following: the UK FCDO, USAID, World Bank EU, foundations, and other bilateral and multilateral donors.
- Sound knowledge and experience of the requirements of major donors including key strategies, procurement processes, eligibility requirements and compliance management.
- Experience of risk management procedures.
- Experience with commercial aspects of bid management.

Personal attributes:

- Ability to lead, develop and manage bid coordination through the entire bid process including quality assurance and risk management.
- Good written and verbal communication, numeracy, presentation and analytical skills.
- An eye for detail
- Exceptional team leadership and management capability.
- Excellent management 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 Bid Manager/ Technical Bid Writer – Candidate's Summary](#). Filling the link is mandatory for consideration alongside your application to dasrecruit@kpmg.co.ke quoting 'IDAS Bid Manager/ Technical Bid Writer'. This position shall be shortlisted on a rolling basis.

Please note that only shortlisted candidates will be contacted.