

# Exciting career opportunity

#Thrive with us and #Come as you are



## Senior Manager, ESG Strategy & Decarbonization (ESG) - 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.

KPMG in Africa is part of a global network of firms that offers Audit, Tax, Consulting, Deal Advisory and Technology services. Through the talent of over 16,000 colleagues, we bring our creativity and insight to our clients' most critical challenges.

With offices across the continent, we work with everyone from small start-ups and individuals to major multinationals, in key sectors. Our work is often complex, yet our vision is simple: to be the clear choice for our clients, for our people and for the communities we work in.

At KPMG, Our Values represent what we believe in and who we aspire to be. Our Values guide our behaviors day-to-day, informing how we act, the decisions we take, and how we work with each other, our clients, our communities and all our stakeholders. They bind us together, across our different backgrounds and cultures, and are common to each of us. Living Our Values is a journey that requires the collective ownership and commitment of everyone at our firm. If you would like to be part of this journey, we welcome you to explore the opportunity.

### Position Summary

KPMG Africa is looking for a best-in-class candidate to help grow the decarbonization business across our different sectors and service lines in Africa, including but not limited to, ESG strategy, decarbonization strategy and implementation. The ideal applicant would be able to find client opportunities for KPMG, manage and develop relationships with partners, develop appropriate market strategies and assist in execution. Predominantly a client facing role, a key performance metric is the sales and revenue generated for KPMG- though it does not exclude the need to formalize and structure the operational support required to build this practice internally.

The role will be located in Nairobi, Kenya.

### Role and Responsibilities

#### Alliance Partners:

- Proactively seek alliance partners to work with in the area of decarbonization.
- Develop a database of potential alliance partners to work with.
- Identify and execute key activities that will further grow the alliance partnership
- Collaborate with our local, regional and global decarbonization leaders and technical leads.

#### Sales Pipeline Development and Execution:

- Own, understand and manage the decarbonization sales pipeline from awareness to conversion.
- A hands-on approach to sales, marketing, and awareness activities - engagement in direct sales opportunities with clients or assistance in RFPs/other opportunities.
- Harvest current channels for leads and develop sustainable new leads channels to keep the pipeline active.
- Create and report back on key pipeline metrics, keeping internal stakeholders up to date with opportunities available.
- Initiate and support business development interactions between key staff and responsible partners to shape pursuits and proposals.
- Lead business development that results in winning work for the firm.

#### Practice Formalisation and Development:

- Optimize the current operations, management process and reporting.
- Connect and learn from KPMG's global and regional decarbonisation hubs on how they manage their relationships & pipeline.
- Work with the marketing team to develop targeted campaigns and strategy specific materials.
- Report to Africa ESG lead partner on key performance metrics – Pipeline and assignments.



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## Skills and attributes required for this role:

- Understanding of ESG, especially the decarbonization drivers.
- The ability and experience to generate demand for ESG Strategy and Decarbonization consulting services.
- The ability to create new, profitable lead channels while mining existing sales channels for opportunities.
- Ability to present and communicate clearly with client stakeholders (from senior executives to users).
- Must be able to work autonomously and in a team, while seeking leadership guidance appropriately.
- Ability to plan, coordinate and track multiple business development activities.

## Advantageous:

- Previous experience of working in a global consulting firm and/or familiarity with the services provided.
- The ability to articulate and deliver decarbonization business solutions that address real issues in Africa.
- Previous experience in leading or delivery of ESG or decarbonization solutions in global firm – ESG driven.

## Minimum requirements (including qualifications and experience)

- Bachelor's degree from an accredited college/university or equivalent experience.
- Minimum of 7 years' experience in a consulting role with at least 2-3 years' experience in either decarbonization, carbon markets or offering similar services.
- Verifiable history of meeting/ exceeding sales targets and finding new sales channels or pathways to sale of Decarbonisation/ESG solutions.
- Demonstrated understanding of ESG strategy development and decarbonisation solutions.
- Experience in working with International Development Agencies is a plus.
- A post graduate qualification or accreditation in the relevant ESG area is an added advantage.
- Proven ability to lead and manage cross-jurisdictional teams.
- Ability to travel across Africa to events and meetings in addition to working from local office or home office.

## We offer:

- An exciting opportunity to work with a Big 4 firm on cutting edge development projects 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:

[Senior Manager, Strategy & Decarbonisation \(ESG\) – Africa – Candidate's Summary](#). Filling the link is mandatory for consideration alongside your application to [dasrecruit@kpmg.co.ke](mailto:dasrecruit@kpmg.co.ke) quoting 'Senior Manager, Strategy & Decarbonization (ESG) – Africa. This position shall be shortlisted on a rolling basis.

Please note that only shortlisted candidates will be contacted.