



Exciting career opportunity



#Thrive with us and #Come as you are

Business Development Manager – Deal Advisory

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

KPMG Deal Advisory wishes to recruit a Manager who will play a strategic role in supporting the Business Development Senior Manager in driving the growth and success of our team. The Business Development Manager will provide expert advice and assist in developing and executing business development strategies.

- Monitor industry publications, news, and regulatory changes to stay updated on market developments
- Risk management – Ensure full compliance with KPMG's quality, risk and management requirements.
- Any other tasks that will be assigned to you.

Key roles and responsibilities

- Provide strategic advice on target markets, client segmentation, and value proposition.
- Identify and evaluate potential partnerships and collaborations to expand the firm's reach.
- Manage the business development pipeline
- Coordinate proposals for opportunity managers/directors, following standardized pursuit workflows
- Build strong relationships with key clients, alliance partners and other stakeholders
- Assist in preparing and leading client presentations, proposals, and other business development materials.
- Lead in the implementation of business unit client events and industry events, maximizing KPMG's brand visibility and engagement.
- Contribute to the development and dissemination of thought leadership content, such as articles, whitepapers, and case studies
- Develop periodic reports using the data gathered to inform business decisions at a local, regional and global level
- Drive, participate and contribute to firm, function, business unit, sector and service level meetings.
- Provide insights and recommendations to prioritize opportunities and optimize resource allocation.
- Conduct in-depth market research to identify emerging trends, opportunities, and potential clients within the Deal Advisory ecosystem including analysis of market data and preparation of comprehensive reports to inform business development strategies.

If your career aspirations match this exciting opportunity, please use the link below to apply:

[Business Development Manager - Deal Advisory – Candidate's Summary](#). Filling the link is mandatory for consideration alongside your application to talentrecruit@kpmg.co.ke quoting 'Business Development Manager – Deal Advisory' by 03 March 2025.

Please note that only shortlisted candidates will be contacted.

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Academic/ Professional qualifications and Experience:

- Bachelor's degree in business administration, marketing, finance, accounting, economics, or a related field.
- Master of Business Administration, advanced degree or professional qualification in finance, accounting or a related field.
- Experience in business development, sales, or relationship management within the professional services space.
- Minimum **8** years of experience in business development, strategy or marketing.
- Experience working in a Big Four firm or a similar professional services organization.
- Good understanding of Project Finance, Transaction Advisory and Corporate Finance concepts and processes. Understand of the key market players and the transactions landscape will be an added advantage.

Technical competencies & Personal attributes:

- Excellent communication and interpersonal skills, both written and verbal.
- A strong ability to build and maintain strong relationships with clients, colleagues, and industry professionals.
- Strong analytical & problem-solving skills, with the ability to proactively engage and consult with others across all levels.
- Diligent and committed to excellence.
- Must demonstrate strategic insights on client management and engagements.
- Strong business writing, report writing, presentation and research skills.
- A collaborative spirit and the ability to work effectively with others to achieve shared goals.
- A commitment to embracing and valuing differences and fostering an inclusive work environment.
- A curious and creative mind, always seeking new and better ways of doing things.
- Resilience and Tenacity: must be able to always sustain motivation and commitment and can contain and absorb stressful moments and issues.
- Willingness to travel within and outside the region on a need basis.

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.

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