

Exciting career opportunity



#Thrive with us and #Come as you are

Clients & Markets Senior Associate

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 Clients & Markets function plays a critical role in enabling and driving growth across the functions and countries. Through a sector-focused, multi-disciplinary approach, we bring the best of KPMG to our clients, ensuring a unified, market-facing strategy. The candidate will support the team in managing day-to-day operations, sector growth initiatives, and strategic account management. This role is perfect for someone with a passion for market analysis, business development, and client engagement.

Key roles and responsibilities

1. Supporting Market Operations

- Assist in the daily operations of the Clients & Markets function.
- Help maintain key account plans and track sector-specific client relationships.
- Update and manage client data, sales reports, and pipeline performance using CRM tools.
- Support the team in using reporting tools and dashboards for tracking performance.

2. Assisting in Strategic Growth Initiatives

- Help monitor and track sector growth initiatives across the East Africa region.
- Collaborate with senior team members and sector leads to execute business development strategies.
- Conduct sector research and market analysis to identify growth opportunities.
- Support in tracking pipeline growth and client account performance.

3. Market & Competitor Insights

- Conduct research on competitor activities, industry trends, and market insights.
- Assist in the preparation of reports, presentations, and proposals for client engagements.
- Work with sector heads to adapt global thought leadership for the East African market.

4. Client Relationship Management

- Provide administrative and operational support for Client Service Teams (CSTs) in key sectors.
- Assist in organizing CST meetings, preparing agendas, and managing follow-ups.

- Develop tools and templates to improve client engagement efficiency.
- Any other tasks that will be assigned to you.

Academic/Professional qualifications and Experience:

- A Bachelor's degree in Business, Marketing, Finance or a related field.
- A Masters degree in any of the above fields is an added advantage.
- Minimum 4 years of experience in account management, sales operations, or client relations in a similar industry.

Personal attributes:

- Good communication (written and verbal) and presentation skills.
- Strong analytical, market research and problem-solving skills with a track record of delivering successful outcomes
- IT proficiency, especially Microsoft Office
- An eye for detail
- Team player with leadership capability
- Excellent coordination and planning skills.
- Excited by sales and client engagement – You see growth opportunities in every challenge.
- Multicultural skills to operate across diverse African jurisdictions.
- Resilience, tenacity, and the ability to handle difficult client conversations.
- Ability to multitask, flexibility, open-mindedness, and quick decision-making skills
- 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:

[Clients & Markets Senior Associate – Candidate's Summary](#). Filling the link is mandatory for consideration alongside your application to talentrecruit@kpmg.co.ke quoting 'Clients & Markets Senior Associate' by 22 April 2025.

Please note that only shortlisted candidates will be contacted.