

Description

IDAS in Africa focuses on a range of sectors including: agribusiness; climate change, renewable energy and environment; health and human services; youth and entrepreneurship; trade and investment; social development and inclusion; and inclusive and innovative finance..

Purpose of the Position

We are currently looking for an Associate Director/Senior Manager to support us in business development and delivery for some key client accounts in the field of Agribusiness. Based in Nairobi, Kenya, the successful candidate will lead our Agribusiness pillar.

He/she will combine business development with delivery and management of engagements. It will involve coordination and oversight of our activities in the Agribusiness space. The role will require travel across Africa and occasionally to development partner countries.

Responsibilities

- Business development – A lead role in 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.
- 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 the engagement.
- Develop a portfolio of clients by building and maintaining strategic relationships with senior stakeholders of existing or new clients. 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

Qualifications

- At least 10 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 or in Agribusiness as a subject matter expert;
- Demonstrated ability to generate business and deliver work in the Agribusiness sector;
- Track record of success in writing proposals and winning engagements;
- A relevant academic qualification: a Bachelor's degree in Agribusiness or Agricultural Economics or other relevant degree. A post graduate qualification in Agriculture or Agricultural Economics would be beneficial.
- Established relationships and networks with development partner and other players in the Agribusiness space such as bilateral or multilateral development institutions and foundations.
- Well-developed presentation, proposal and report writing, communication and interpersonal skills.

Senior Manager/Associate Director

Hiring organization
KPMG East Africa

Employment Type
Full-time

Industry
Agriculture

Job Location
Nairobi, Kenya

Valid through
31.01.2023

Personal attributes:

- Good communication (written and verbal), numeracy, presentation and analytical skills
- IT proficiency, especially Microsoft Office
- An eye for detail
- Team player with leadership capability
- Excellent coordination and planning skills

Job Benefits

- An exciting opportunity to work with a Big 4 firm on cutting edge development programmes across Africa;
- Continuous learning and development;
- Exposure to multi-disciplinary client service teams;
- Unrivalled space to grow and be innovative;
- Competitive remuneration package.

APPLY NOW