KPMG CI

**Recruits in Abidjan (Côte d’Ivoire)**

**A Business Development Manager**

Leading Audit, Consulting and Accounting firm KPMG has more than 190,000 professionals in 154 countries. The KPMG network in sub-Saharan Africa is a major player in providing expert advice and assistance to businesses across industry.

To support the growth of its activities, KPMG is strengthening its teams by recruiting a Business Development Manager.

**Mission**

Under the authority of the Head of the Department of International Development Advisory Services (IDAS), the Business Development Manager (BDM), promotes progressive and profitable growth within specific large accounts by maintaining existing relationships and establishing new ones, in order to grow the network. The BDM also consistently demonstrates a clear understanding of customer issues and identifies approaches that KPMG can take to provide innovative solutions.

To this end, he/she will assume the following main responsibilities and tasks:

* Identify opportunities through white space, cross selling, events & sales campaigns and deliver incremental sales growth that expands multi-disciplinary services across accounts;
* Provide deep insight into clients’ needs, strategy and market challenges to the Client Lead Partner and Customer Service Team;
* Maximize and deliver existing business opportunities and proactively identify and grow new revenue streams ;
* Proactively support the development of relationships between relevant KPMG partners and the C-Suite;
* Lead the Client Lead Partner, managing and driving engagement of the clients across the firm;
* Lead and support significant pursuits to ensure bids are converted to sales, including review of and coaching of the MarketEdge tools ;
* Liaise with the commercial team to develop pricing frameworks and ensure such frameworks are fully optimized ;
* Be a sales leader and coach the teams on the best practices related to the field ;
* Exhibit high performance sales behaviours, demonstrating a personal hunger for growing sales opportunities and developing a sales ethos of every member of the team;
* Maximise coverage across the Customer Service Team, using tools such as relationship plans;
* Optimise our CRM tool to keep a track of client meetings and information so we can effectively plan for meetings which enhance our clients experience;
* Employ the use of social media, wider alumni and relationship programmes to further connect with clients ;
* Retain & strengthen client relationships by developing multiple connection points within relationships and service lines.

**Required profile**

Following the KPMG CI job board the candidate must have the following profile:

* Have a graduate degree, BAC+5 in business, marketing or related field;
* Proof of a minimum of 10 years of working experience in the following: sales, marketing, business strategy development, business development, customer service and project management;
* Good knowledge of various sectors including international organizations, donor funded organizations and a strong understanding of KPMG activities and products offered;
* Have strong verbal and written communication skills;
* Have a perfect command of computer tools and dedicated software;
* Knowledge of the B2B concept;
* Be perfectly bilingual English / French;
* Have ability to manage complex projects and multi-task;
* Have good negotiating skills;
* Be creative and dynamic;
* Be client and result oriented;
* Have a team spirit;
* Professional experience in a firm considered as an asset.

**Measures of success and KPIs:**

* Quality of account plan/s
* Achievement of revenue and growth targets
* Client Lead Partner and Customer Service Team feedback
* Client feedback and reviews
* Evidence of coaching others to advance their client strategies and relationships

**Application Requirements**

Applications must include:

* a cover letter,
* a detailed curriculum vitae with picture,
* a photocopy of the diplomas/degrees obtained,
* the contacts of three (3) references who can justify the candidate's professional capacities.

The application files specified as subject: **"Application for Business Development Manager position"** must be submitted no later than **19th January at 23:59 GMT** by email to [support@peopleandchangekpmg.ci](mailto:support@peopleandchangekpmg.ci)

If you have any questions, please contact the People and Change Recruitment team by email at [support@peopleandchangekpmg.ci](mailto:support@peopleandchangekpmg.ci) or by phone **(225) 20 22 57 53 / 20 22 57 80.**

Incomplete, non-compliant or late applications will not be considered. Only candidates selected for the next steps will be contacted. Confidentiality guaranteed.