



BD DIRECTORS / SENIOR MANAGERS

KPMG AUDIT, AUSTRALIA



KPMG AUDIT AND ASSURANCE - HELPING TO ENSURE INTEGRITY AND TRANSPARENCY

KPMG plays a significant part in ensuring the transparency and integrity of capital markets, maintaining the confidence that is essential for them to operate. Our auditors help clients make sense of new and increasingly complex risks arising from the modern business environment, and how they affect financial performance.

A career in the Audit and Assurance business at KPMG gives insight into the inner workings of companies and an invaluable perspective that opens up countless opportunities for personal and professional growth.

KPMG's audit business works with some of Australia's (and the world's) leading business enterprises, major public sector entities and not-for-profits as well as smaller enterprises and innovative start-ups. Much of our client-facing work spans national boundaries.

KPMG's Audit business in Australia is comprised of 92 Partners nationally, headed up by our National Managing Partner - Audit, Assurance & Risk Advisory, [Eileen Hoggett](#), National Partner in Charge, External Audit, Assurance & Risk Advisory, [Julian McPherson](#) and with [Suzanne Bell](#) as Partner in Charge of Clients.



CAREERS AT KPMG

OUR PEOPLE, VALUES AND CULTURE

At KPMG we recognise our future depends on how we nurture great individual talent and provide an environment where people can flourish personally and professionally. At the core of KPMG's vibrant culture are a set of values that bring out the best in our people. Through commitment to our people, our values, embracing our diversity and our responsibility to our communities, we aim to create an environment in which our people are proud to work, and a rich pool of talents to support our clients' businesses.

VALUES

Integrity – We do what is right.

Excellence – We never stop learning and improving.

Courage – We think and act boldly.

Together – We respect each other and draw strength from our differences.

For Better – We do what matters.

Inclusion is at the heart of our values at KPMG. It's about representing everyone, regardless of gender, cultural background, sexual orientation, age or any other characteristic. It's about giving everyone access to the same opportunities to thrive, be their best and feel empowered to bring their whole selves to work.

Our work towards gender equality continues to focus on the representation of women in leadership, providing recognition for all who identify outside of the gender binary, and to drive support for our LGBTQ+ community. We are committed to strong, culturally diverse leadership, and to building our disability competence.

Inclusion is not just the right thing to do – it makes good business sense too. With inclusion comes diversity of thought, enabling us to provide innovative solutions and creative ideas to deliver the best outcomes. By playing our part, we make KPMG a truly inclusive place to work, one where we can reach our full potential and build personal and professional success, together.

Find out more about Cultural diversity, Indigenous inclusion, Gender equality, Family and caring, People with disability, and, LGBTQ+ inclusion [here](#)

KPMG AND FLEXIBILITY

There is no ‘one size fits all’ approach to working. We recognise that everyone’s work preferences, roles and needs change over time, and will be influenced by life outside work. KPMG has proven that we can adapt to achieve the best outcomes for ourselves, each other, our clients, and communities. We encourage people to work across our three ‘hubs’ – Office, Client and Home.

We recognise the importance of having a balance between personal and professional life. Our flexible work policy has proven to be beneficial for our employees and has allowed them to continue their commitments outside of work.



[WATCH VIDEO](#) ▶

LIFE AT KPMG

A career at KPMG starts at different times for different people. Whatever stage of your career, you can look forward to truly challenging and rewarding opportunities at KPMG.

You’ll find we offer generous benefits, exceptional career development prospects and industry-leading personal and professional learning programs. You’ll enjoy international

opportunities and work with some of Australia’s most successful and innovative companies and public sector entities.

REWARDS & RECOGNITION AT KPMG

Through KPMG’s myCareer program we integrate your rewards and benefits package with your career development. You can see the large range of benefits we offer [here](#).

SENIOR BD MANAGERS / BD DIRECTORS

Reporting to

Suzanne Bell,
Partner in Charge of Clients,
Audit, Australia

Julian McPherson

National Partner in Charge,
External Audit, Australia

The Business development function within KPMG's Audit practise is focused on the acquisition of new clients and the retention of the existing client base. The Audit profession is undergoing a period of considerable change and consequently KPMG are building out a best in class BD function to drive our next phase of profitable growth.

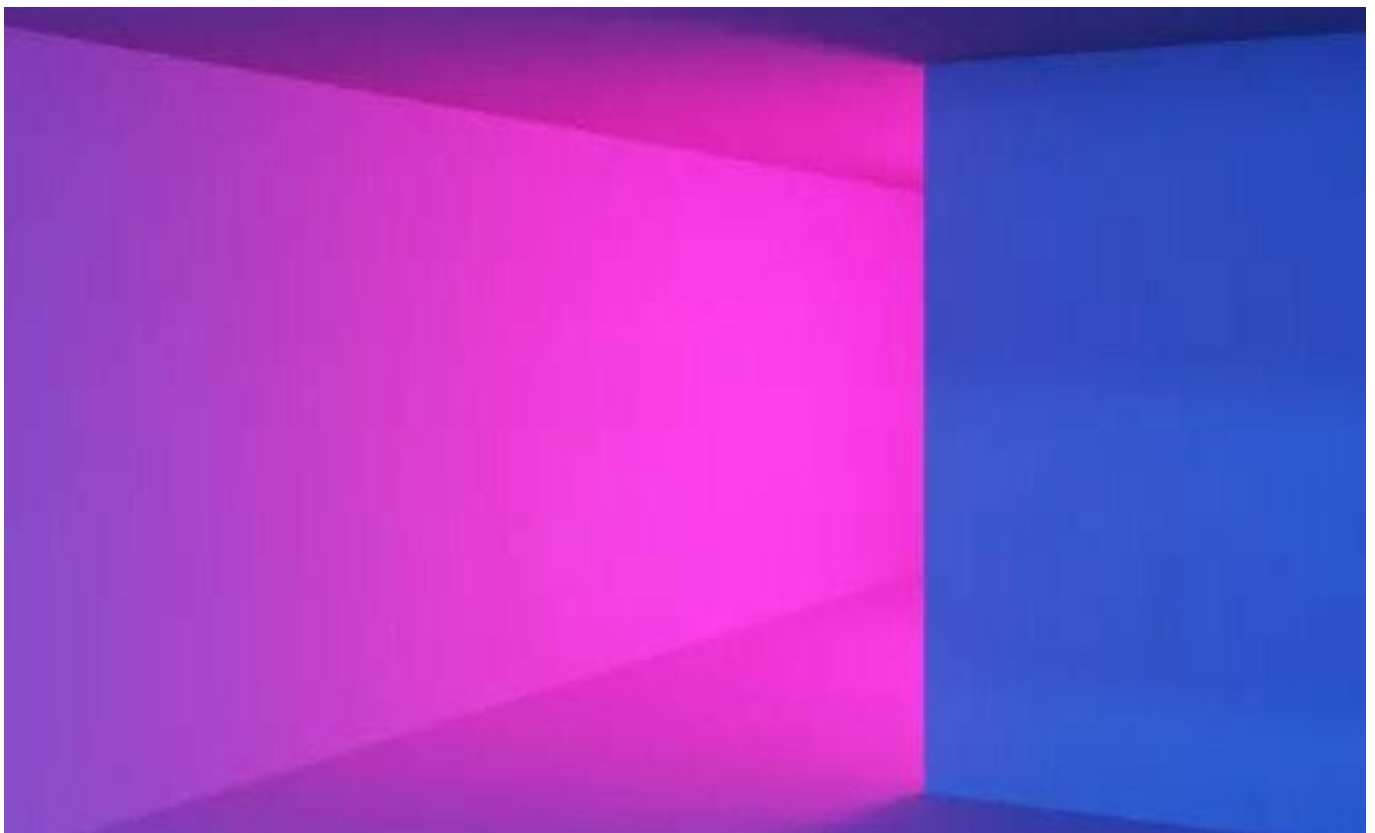
These newly created roles are focused on driving market facing activities that build and enhance prospective relationships with Management teams and Board members of ASX 100 entities encompassing the entire client life cycle from, in some cases, initial client contact through to RFP and ultimately a successful tender outcome.

The ideal candidates will bring a fresh approach to sales and building client relationships and will work shoulder to shoulder with Audit Partners and Directors to ensure client centricity and a relentless focus on fantastic client experiences.

Responsibilities will include:

- Collaboratively developing the Audit BD plan including focus on key sectors of growth potential.
- Develop your understanding of Audit and of the external markets, clients and prospects enabling you to spot genuine BD opportunities for the business pulling pursuit teams together and leading pre-positioning.
- Developing and driving the implementation of long-term pursuit strategies for new client acquisition.
- Collaboratively driving priority client relationship management and engagement affecting client retention.
- Exerting influence through understanding of client buying decisions to support major sales opportunities and to increase the effectiveness of BD initiatives.
- Leading the strategy and project management of major RFPs and presentations, clearly articulating KPMG's value proposition to help increase the win rate and generate new business through focus on client's needs.
- Continuous development of best practice and innovating to find the best ways to demonstrate value proposition and deliver to client needs.

- Coaching and development support for Partners and Directors on live sales opportunities from client engagement, client relationship development through to pre-positioning and RFPs.
- Developing strong and trusted relationships with the Partners and Directors across KPMG in Australia.
 - Pro-actively build international relationships with global peers in BD to share insights and collaborate on global clients.
- Standing shoulder-to-shoulder with Partners and Directors in the market, a key participant in the commercial relationship including client listening and client relationship management.
- Contributing to pipeline management and planning.





ABOUT YOU

We know that we work better when we bring together diverse teams from different backgrounds and so we have no expectations as to candidates' backgrounds or previous employers. They could come from client development / sales roles in professional services, media, technology amongst many other sectors. What we are looking for is people who can collaboratively challenge, who can drive change and people who can lead and do.

Required skills

- Ability to distil technical information and communicate it in a clear, compelling way
- Strong communication skills
- Ability to think outside of the box and innovate- differentiation is key
- Ability to listen, digest and turn information into tangible outcomes and propositions
- Ability to navigate complex stakeholder environments internally and externally
- The ability to understand situations quickly and identify the best course of action to deliver results
- Situational leadership skills and experience to bring shared clarity and agree plans
- One-to-one and group influencing skills
- Group facilitation skills to develop new thinking
- Ability to lead a presentation rehearsal
- Self-motivated, proactive and flexible
- Effective when working under pressure
- Effective team working and collaboration with people at all levels



Q&A WITH Suzanne Bell

Partner in Charge of
Clients, KPMG

What can you tell us about your role as well as your mandate and vision for the Audit BD team at KPMG? How do these newly created roles fit into that?

I have recently taken on the Audit Retention and Conversion role for Audit in Australia, leading the BD team.

My role, working in unison with Julian McPherson and Partners in Charge in each state, is to build revenue for Audit Australia through priority client retention and development as well as new client attraction, with a primary focus on ASX listed companies.

We want to do things differently. Clients needs are changing and they are looking more closely at how professional service providers engage with them, the culture fit, how they feel about the relationship, collaboration, how we will build teams together, diversity, how problems will be

solved as well as commercial and intellectual savviness. They want to understand the client experience in a deeper way than ever before. The way clients buy audit services is evolving and these roles are an exciting opportunity to work alongside with us in continuing to evolve our BD & Client Development strategy.

These two new roles, backed up by a pursuits team and sales operations, will be truly market facing and stand shoulder-to-shoulder with Partners and Directors in the market. I envisage these BD Directors / Senior Managers quickly gaining the trust of both clients and Partner/s Directors to impact client relationships and client development directly and through coaching Partners/Directors. Through deep understanding of the Audit proposition and based on a commercial, client-first approach, these new BD professionals will find new and bespoke ways of articulating our value proposition in the market.

Why is this an exciting time to join?

There is a lot of opportunity for the KPMG Audit business in Australia and our vision is to transform the way we engage with clients and approach BD in Australia. The Audit partnership is ready to try new things and for changes in our approach – the buy in and permission is there for these new senior BD professionals, alongside me, to drive some real innovation in BD for the business. KPMG is going through a period of transformation and this is an opportunity to be part of a transformation culture and collaboratively have a huge impact on a business.

What qualities will you look for in these BD Directors /Senior Managers?

These people will be highly commercial and will demonstrate they understand the market drivers and market dynamics affecting of Audit business and the clients who engage us. I'm seeking BD professionals who will be confident and impactful in the client-facing aspects of the role. They will also be equally skilled and motivated when it comes to Partner/Director coaching and leading strategic pursuits and RFPs. These are newly created roles and there is

a real opportunity for these two BD Directors /Senior Managers to mould and shape these roles. For example, there would be an opportunity for someone with strong CRM and CX experience to take the role in that direction. We are looking for people who will be excited by that prospect – who will bring ideas and work closely with me to drive forward our approach to BD and client development. It is important to me that these professionals bring a high level of EQ to understand the different drivers in complex organisations – our own partnership and our clients.

Can you tell us about the culture of the KPMG Audit business and what it's like to work there?

At KPMG you will find great colleagues who are open, collaborative and friendly. We are always striving and driving each other to be better. People are empowered to have ideas, be creative and there is a culture where people are not afraid to voice those ideas. We are not afraid to try new things and do things differently. There is huge buy-in from the partnership for the impact the BD team can have on KPMG Audit and in doing things differently. KPMG's Chair and Chief

Executive are both Audit Partners and the mandate of our team is supported from the top.

We are also a highly flexible workplace and I am happy to speak to professionals who want to be 4 days, who want to split their time between home and the offices, who are returning to work or have other preferred work styles.



HOW TO APPLY

KPMG has recognised the strategic importance of these roles and has invested in a talent search campaign with Seldon Rosser.

To express your interest in this opportunity please contact

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