



## Managing Director

Our client is a reputable company in the financial services sector providing a wide range of innovative products and services to a large, diverse and growing client base. The company is seeking to recruit a transformative, visionary and goal driven individual to fill the position of Managing Director to help drive change and transformation of the organisation.

Reporting to the Board of Directors, the successful candidate will be responsible for providing strategic leadership in driving business growth, visibility and provision of effective and efficient operations across the Company.

### Key Responsibilities

- Develop and recommend to the Board short, medium and long term strategies, business plans, and annual operating budgets, while establishing proper internal monitoring and control systems and procedures;
- Lead development and implementation of effective business development, marketing and public relations strategies to promote the products, services and image of the Company;
- Ensure achievement of targeted business revenue, market share growth and profitability;
- Advise the Board of Directors on performance of the Company and ensure appropriate policies are implemented to meet Company's mission and objectives while complying with all relevant statutory, regulatory and legal requirements;
- Provide prudent financial management and investment undertakings by ensuring that sound policies and practices are adopted for optimal utilization and returns;
- Responsible for overall risk management and ensure full compliance with the company policy, the regulator guidelines and appropriate provisions of relevant legislation;
- Coach, mentor, and develop the executive leadership team to ensure excellent performance and effective succession planning in the organization;
- Foster a conducive corporate culture that promotes strong ethical practices, good governance and employee productivity and performance; and
- Manage relationships and maintain business networks and partnership with stakeholders to ensure a good company image and working relationship and brand visibility.

### Person Specifications

- Hold a Bachelor's degree in a business related field gained from a university recognised in Kenya. A Post Graduate Qualification in a relevant field is added advantage;
- Has at least ten (10) years' relevant experience and has served as a Managing Director or in a senior role within financial services industry for a period of at least five (5) years and be able to demonstrate P&L responsibility and accountability;
- Should be a member of a recognized professional body;
- Should have strong business development focus with ability to grow the business exponentially;
- Be highly networked individual with ability to build and maintain relationships beneficial to the organisation; and
- Be knowledgeable and experienced in using performance management tools to leverage highest standards of service delivery and staff productivity and performance.

If you believe you can clearly demonstrate your abilities to meet the relevant criteria for the role above, please submit your application and copies of your academic and professional certificates via email to [esd@deloitte.co.ke](mailto:esd@deloitte.co.ke). The application should include among other details your employment record, your current position, current remuneration, email and telephone contacts of three (3) referees familiar with your qualifications and work experience.

To be considered, your application must be received by not later than **30 July 2018** addressed to:

**The Director,**

**Executive Selection Division Deloitte Consulting Limited**

**Deloitte Place, Waiyaki Way - Westlands,**

**P.O Box 40092 - GPO 00100,**

**Nairobi, Kenya**

**Email: [esd@deloitte.co.ke](mailto:esd@deloitte.co.ke)**

**Note: Only shortlisted candidates will be contacted.**

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