

Job Opportunity: Tax Director

Location: Nairobi, Kenya

Type: Full-time | Executive Level

About the Role

We are seeking a commercially minded and visionary **Tax Director** to lead our Tax Services practice. This is a senior leadership role reporting to the Managing Partner and to the Board, with a clear mandate to **drive business growth, deepen client relationships, and expand the firm's market share in tax services.**

Key Responsibilities

1. Business Development & Growth

- o Drive revenue growth by originating and closing new client engagements in tax compliance, advisory, transfer pricing, VAT, cross-border taxation, etc.
- o Build and sustain a strong pipeline of business through proactive networking, industry events, and thought leadership.
- o Leverage existing relationships and develop new ones.
- o Collaborate with other service lines to build the overall business of the firm.
- o Take clear ownership of annual tax revenue targets and regularly report progress to the Board.

2. Strategic Tax Leadership

- o Shape and implement the firm's Tax Services strategy in line with client and market needs.
- o Provide cutting-edge insights on corporate, indirect, and international tax issues.
- o Position the firm as a trusted advisor through thought leadership, publications, and industry presence.

3. Client Relationship Management

- o Serve as the lead contact for key tax clients, ensuring proactive communication, responsiveness, and delivery excellence.
- o Identify client pain points and develop tailored solutions to expand engagement scope.
- o Maintain high client satisfaction scores and retention rates.

4. Tax Compliance & Advisory

- o Oversee delivery of high-quality tax compliance and advisory work, ensuring accuracy and timeliness.
- o Guide clients on tax planning, restructuring, investments, and Finance Act implications.
- o Ensure compliance with KRA, Tribunal, and regional regulatory requirements.

5. Risk & Audit Management

- o Represent clients during KRA audits, objections, and appeals.
- o Manage firm exposure by ensuring strong controls, reviews, and risk-mitigation strategies.

6. Team Leadership & Development

- o Lead, coach, and grow the tax team to achieve both technical excellence and commercial acumen.
- o Build a culture of high performance, innovation, and accountability.

7. Governance & Board Engagement

- o Actively participate as a Board member in firm-wide strategy, oversight, and decision-making.

o Represent the firm externally in professional bodies, business forums, and regulatory consultations as mandated by the board.

Qualifications & Skills

- Bachelor's degree in Accounting, Finance, Economics, Law, or related field.
- CPA(K), ACCA, or equivalent; postgraduate qualification in Taxation or Business is an advantage.
- Minimum **10 years' experience in tax**, with at least **5 years at a senior leadership level** in a reputable practice or corporate tax function.
- Proven **track record of business development**.
- Strong client network within Kenya and East Africa.
- Excellent communication, negotiation, and presentation skills, with the ability to engage at the Board and C-suite level.
- High integrity, commercial awareness, and strategic leadership capabilities.

Deadline 24th Sept 2025

All applications to be sent to Monica on the email address:

hrrsupport@reedsafricaconsult.com