



Drive Commercial Growth, Sales and Lead Generation as our new Commercial Planner in Business Customers

Do you want to play a key role in driving pipeline growth for Business Customers across the Nordics? As a Commercial Planner, you will shape and orchestrate how we work with outbound leads for our advisors and outbound unit ensuring a strong pipeline of relevant opportunities and help converting them into real business impact.

What you will be doing

You will join our Commercial Planning & Execution team within Commercial Excellence, collaborating with over 30 skilled colleagues across the Nordic countries. Working closely with advisors, outbound teams, and data specialists, you will build the structure around our lead engine and scale commercial activities to create real results and business impact. Furthermore, you will:

- Build prioritisation frameworks across lead opportunities, balancing commercial potential and business priorities
- Develop and optimise a strong pipeline of outbound leads for customer acquisition and upselling
- Track performance and apply test-and-learn approaches to improve conversion rates
- Identify new opportunities and optimise segmentation, timing, and digital touchpoints
- Design experimentation initiatives to enhance lead quality and outreach approaches
- Establish processes and governance to support consistent, scalable execution

About you

- Strong commercial mindset with ability to turn data into actionable recommendations

- 3+ years of experience in growth, acquisition, or commercial excellence fields
- Experience working with business-to-business (B2B) operations, preferably in banking or financial services
- Background in Commercial Excellence, Growth Marketing, Business Development, Revenue Operations (RevOps), Consulting or similar fields
- Documented results from working with lead generation, sales performance, or CRM-driven commercial execution
- Effective project management skills and stakeholder management abilities
- Work well in environments where structure needs to be created from ambiguity
- Fluency in English, both spoken and written. It is a strong advantage if you are also fluent in Danish.
- Relevant bachelor's or university degree

Experience with SAS or Adobe platforms and fluency in Danish would be valuable additions to your profile.

What we offer you

You will contribute to the growth of Danske Bank's Business Customers while enjoying flexibility with 1-2 remote working days per week to ensure good work-life balance. You will work alongside motivated colleagues who value collaboration and positivity, with opportunities to build a broad network within our Nordic organisation and develop your career in commercial planning.

Are you ready for the next step?

We encourage you to submit your CV and cover letter outlining your relevant experience and motivation. We review applications on an ongoing basis, so we encourage you to apply as soon as possible. If you have any questions, please reach out to Kenneth Skovsted at kskov@danskebank.dk.

We look forward to hearing from you!

Danske Bank

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Ansøgningsfrist

Løbende jobsamtaler
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