



Sales Business Developer

Are you passionate about making complex things easy to understand and turning strategy into tangible business results? Do you enjoy combining high-level strategic thinking with hands-on execution and close collaboration with senior stakeholders? We are looking for curious, proactive, and structured Sales Business Developer to join our newly established Midmarket & Agriculture unit.

This is a unique opportunity to help shape a new Nordic organization with ambitious growth targets, a strong customer focus, and a commitment to commercial excellence.

About the role

As a Sales Business Developer, you will play a key role in developing and implementing strategic and commercial initiatives across Midmarket & Agriculture. Working closely with business leaders across the Nordic markets, you will help shape commercial direction, facilitate decision-making, and drive initiatives that improve customer retention, growth, performance, and operational excellence.

You will be part of building a new Nordic setup and ensuring that we leverage best practices, capabilities, and insights across countries and segments.

More specifically, you will:

- Drive strategic and commercial development initiatives across Midmarket & Agriculture

- Develop and scale commercial playbooks, concepts, frameworks, and tools across the Nordic markets
- Conduct internal and external analyses to support fact-based decision-making
- Provide performance insights and contribute to commercial steering and KPI development
- Facilitate management discussions, workshops, and governance forums
- Identify growth opportunities and support implementation across markets
- Collaborate closely with Sales, Product & Underwriting, Risk Engineering, Digital, CRM, and other key stakeholders
- Support the creation of consistent commercial practices and a strong performance culture across the Nordics

We offer

Here are some of the benefits of working at If:

- An including work environment where everyone is welcome
- Career and development opportunities in the biggest insurance company in the Nordics
- Social activities, as well as highly skilled professional environment
- Possibility of hybrid workplace
- Health promoting workplace with e.g., wellness allowance and various sports activities
- Great insurance benefits

About Midmarket & Agriculture

Midmarket & Agriculture is a newly established Nordic unit within Business Area Commercial, bringing together two strategically important customer segments under a common vision: winning growth through focus, specialization and scale. The unit combines strong local customer relationships and advisory capabilities with Nordic collaboration, shared expertise, and scalable commercial practices. Our ambition is to deliver industry-leading customer retention, profitable growth, and become the leading insurance partner in our chosen segments across the Nordics.

Sales Business Development plays a central role in enabling performance across Midmarket & Agriculture by driving commercial best practices, strengthening capabilities, providing actionable insights, and ensuring consistent execution across markets.

Who are you?

You are a proactive and analytical person with a strategic mindset and a proven ability to drive initiatives involving multiple stakeholders. You enjoy solving complex problems, translating insights into action, and creating alignment across organizations.

You bring strong analytical skills combined with a pragmatic, execution-oriented approach. At the same time, you know how to build relationships, influence decisions, and create engagement around change and improvement.

You also have:

- A university degree in Business, Engineering, Economics, or a related field
- Fluency in English and at least one Nordic language
- Strong analytical capabilities and excellent skills in Excel and PowerPoint
- Experience from strategy, business development, management consulting, commercial excellence, or a similar field
- Proven ability to simplify complex topics and communicate them effectively to different audiences
- Strong facilitation, stakeholder management, and project leadership skills
- An open-minded, collaborative, and positive personality that inspires trust

Additional facts and recruitment process

Application deadline: The deadline to apply is 25 October 2026. Screening and interviews are conducted on an ongoing basis.

Application: Please attach your CV and answer the questions in the recruiting system. Please notice that we are not able to handle any applications outside our recruitment system.

Work location: Espoo, Turku, Stockholm, Oslo and Copenhagen

Travel: Occasional travel within the Nordic countries is required

Start date: As soon as possible

If you have questions about the role, please contact Head of Sales Business Development Midmarket & Agriculture, Petra Jaeger, petra.jaeger@if.fi.

Background checks will be done in accordance with the law in the country of employment.

We look forward to your application!

If Skadeforsikring

København, 1050 København
www.if.dk

Ansøgningsfrist

25. oktober 2026
Sales Business Developer

Kontaktperson

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