



Head of Cash Management & Cards LC&I Sales & Advisory Denmark

Do you want to help shape the future of Cash Management and Cards solutions in Denmark — and make a visible difference for customers, colleagues and society? We are looking for a Head of Cash Management & Cards LC&I Sales & Advisory Denmark to take the lead in our sales efforts, inspire a skilled team, and support ambitious customers as they navigate an increasingly complex global environment.

At Nordea, we are for people who want to move forward. We combine deep customer insight, strong Nordic capabilities and a forward-looking mindset to deliver financial solutions that help customers grow, manage risk and realise their ambitions. Here, your leadership can help move people, business and society forward — one step at a time.

About our team

Welcome to Transaction Banking (TxB) in Nordea — a business area of around 800 colleagues across the Nordics, Poland and Estonia. Together, we support household and corporate customers with critical everyday banking services across Cash Management, Cards and Trade Solutions. Cash Management & Cards LC&I Sales & Advisory is a high-performing team with a leading Nordic position and a clear ambition for further growth. We help large corporate and financial institutions manage payments, optimise working capital and reduce risk through a strong product and solution offering.

In this role, you will take lead in selling Cash Management and Cards solutions toward the LC&I segment in Denmark and play a key part in strengthening our local customer impact. You will lead a team of eight dedicated colleagues, create clarity and momentum around our commercial agenda, and work closely with colleagues across Denmark, the Nordics and the wider bank to turn strategy into meaningful customer outcomes. In addition to joining the TxB Sales DK leadership team you will be member of the Cash Management and the Cards functional forums. Here your voice and perspective will help shape the direction and development of the business across markets. You will report to Head of TxB Sales Denmark, Allan Kissmeyer.

Collaboration. Ownership. Passion. Courage. These are the values that guide us in how we work and how we make decisions – and that we imagine you share with us.

Main responsibilities in this role:

- Shape the strategic direction for cash management and cards solutions together with the local leadership team and functional fora's and help translate our ambitions into clear priorities for Denmark.
- Develop the Cash Management and Cards business with a strong focus on customer value, people growth, financial performance, risk and compliance.
- Turn strategy into action by setting clear business plans, creating momentum and delivering on ambitious targets with pace and quality.
- Create clear, confident and inspiring communication that strengthens customer engagement and trust.
- Build strong partnerships with local stakeholders to ensure seamless collaboration within TxB and across Nordea.
- Lead, motivate and develop a high-performing team of sales advisers, creating an environment where people feel trusted, challenged and able to grow.
- Stay close to the market by actively participating in daily sales activities and managing your own customer portfolio.
- Drive digitalisation, product development and efficiency opportunities that improve the way we serve customers.

The role is based in Copenhagen.

Who you are

You are an engaging and forward-looking leader who brings people together around a shared purpose. You combine commercial drive with sound judgement, and you know how to create trust with customers, colleagues and stakeholders. You are motivated by building something stronger together — a business that delivers for customers, develops people and contributes to Nordea's continued success. Collaboration. Ownership. Passion. Courage. These are the values that guide us in being at our best — and that we imagine you share with us.

To succeed in this role, we believe that you are/have:

- A strong customer focus and solid industry knowledge, combined with the curiosity to understand what customers need next.
- A collaborative mindset and genuine energy from working with people across diverse backgrounds, markets and skillsets.
- Energy, enthusiasm and leadership presence, with the ability to inspire, coach and develop high-performing employees.
- A talent for building long-term relationships based on trust, reliability and shared ambition.
- Strong communication and interpersonal skills, enabling you to engage and collaborate across a complex cross-border organisation.

Your experience and background:

- You have extensive knowledge and experience from working with Cash Management, Cards or equivalent.
- You have experience from long term customer interaction and complex sales.
- You have understanding and experience with the Danish market, the dynamics of a large financial organization and you know how to get the elephant to dance.
- Some degree of leadership experience is preferred.

If this sounds like you, get in touch!

Next steps

Submit your application no later than 15/11/2026. For more information, you're welcome to contact Allan Maach Kissmeyer at allan.maach.kissmeyer@nordea.com.

We enable dreams and aspirations for a greater good.

We build relationships. We add a personal touch to everything we do – when advising our customers, collaborating with colleagues, and meeting our potential candidates.

We learn and develop. We take pride in being experts and thinking ahead. We use our expertise to meet our customers' needs, from the simplest to the most complex. We bring a growth mindset to our work that enables us to focus on a broader perspective in our daily challenges.

We lead change. We are responsible and aware of the impact of our decisions, both for our customers and for our local and global communities. Mindful of our responsibility towards current and future generations, we have made sustainability an integrated part of our business strategy.

We are Nordea. We have a 200-year history of supporting and growing the Nordic economies and our values are deeply rooted in these open, progressive and collaborative societies. As one of the biggest employers in the Nordics, Poland and Estonia, you have excellent opportunities to evolve, develop and move forward with us.

Nordea

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Ansøgningsfrist

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Head of Cash Management & Cards
LC&I Sales & Advisory Denmark

Kontaktperson

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