

Business Development Manager

Join us in shaping the future of insurance for businesses in the Nordics!

We are looking for a driven and strategic Business Development Manager to join our Nordic Business Development team in Business Area Commercial. This is a unique opportunity to work on high-impact initiatives across markets and customer segments, close to senior stakeholders and the Commercial management team.

About the Role

As a Business Development Manager, you will play a key role in enabling the achievement of our long-term strategic ambitions in Business Area Commercial. The role combines Nordic strategic development with hand-on business development support to one of our Nordic countries.

Approximately half of your time will be dedicated to supporting the growth agenda in a specific country, working closely with country management to identify opportunities, and help drive strategic priorities. The remaining part of the role focuses on Nordic initiatives, where you will work across markets and customer segments to ensure we capitalize on best practices and our Nordic scale.

This is a role for someone who enjoys high-level strategic thinking while also driving initiatives with short-term impact – from assessing market opportunities to facilitating and synthesizing workshops on prioritized topics.

Your responsibilities will include:

- Act as a business development partner to one of our country management teams, supporting the local growth agenda and strategic priorities
- Lead Nordic strategic projects, including deep dives into selected business topics
- Conduct internal and external analysis to support fact-based decision making
- Facilitate workshops and management discussions on prioritized topics
- Identify improvement areas and developing actionable recommendations
- Collaborating with stakeholders across Product & Underwriting, Sales, Digital & CRM, Claims, and other units to evaluate and realize identified opportunities
- Work closely with senior stakeholders and facilitate management discussions and decision-making

We offer

In the same way that we place high demands on you as an employee, we also expect you to place high demands on us as an employer. 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 the team

Business Area Commercial serves 460,000 business customers across the Nordics, ranging from startups to large enterprises. The area is served by 1,500 professionals and has a portfolio of over 25 billion SEK. You will join a Business Development team of five professionals with backgrounds in management consulting. While each team member leads their own projects, we collaborate closely on key topics, sharing knowledge, exchanging perspectives, and helping each other solve complex business challenges. The team is primarily based in Stockholm, but regardless of office location, you will be part of a broader local Commercial community.

In Commercial, we see increasing digital demands and are dedicated to strengthening our position as the most caring insurer of people and businesses. We are also in an exciting phase of integrating Topdanmark with our existing operations, becoming even stronger together by bringing the best of both worlds.

Who Are You?

We believe you combine a proactive and analytical mindset with a structured approach to solving challenges and creating business value. You enjoy collaboration with stakeholders across the organization and are comfortable working in complex environments, turning insights into action. With strong communication skills, you have a talent for making complex topics easy to understand, helping others navigate change and make informed decisions.

You also have:

- Experienced in management consulting or business development, with 2-3 years of work experience
- Holding a university degree in business, technology, or a related field
- Fluent in English and at least one Nordic language

Additional facts and recruitment process

Application deadline: Screening will begin after application deadline, the 17 of November.

To apply for the position: Please attach your CV and answer the questions in the applications form. We encourage you to specify your experience of driving and working on complicated projects or similar initiatives.

Work location: This position is based in any of our main offices (Stockholm, Espoo, Turku, Ballerup, or Vækerø) and will report to Head of Business Development Commercial.

Travelling: This is a Nordic position and requires ability to travel in the Nordics from time to time

Start: By agreement

For more information, please contact
Clara Lorenius Andrén, Head of Business Development, Business Area Commercial

Email: clara.lorenius.andren@if.se

Clara will be on vacation until 17 November and will not be available during this period. She will get back to you as soon as she returns. For urgent matters, please reach out to Talent Acquisition Partner, Peter Priklonsky at peter.priklonsky@if.se.

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

We look forward to your application!

If Skadeforsikring	Ansøgningsfrist	Kontaktperson
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