

Trade & Working Capital Sales Advisor

Trade Finance and Working Capital sit at the heart of how Danish businesses grow and manage risk. In this role, you will help clients find the right financial solutions and build relationships that matter over the long term. You will gain real autonomy and the opportunity to develop your expertise across a broad client portfolio.

What you will be doing
You will join a collaborative team of eight advisors focused on sales and advisory services for Danish business customers of all sizes. The team works with a wide range of clients, from smaller enterprises to large corporates, and collaborates closely with internal product specialists to deliver well-matched solutions. You will manage your own client relationships with a high degree of independence, shaping how you structure your week and approach your portfolio.

More specifically, you will:

- Sell Trade Finance and Working Capital solutions to Danish business customers
- Advise clients on their financial needs and recommend tailored solutions
- Build and sustain long-term relationships across a diverse client portfolio
- Identify new business opportunities through networking and client dialogue
- Travel across Denmark to meet clients and develop new connections

About you

- Experience selling financial solutions in a client-facing role
- Knowledge of Trade Finance and/or Working Capital products
- Ability to manage a portfolio independently and plan your own workload
- Strong communicator in both Danish and English, written and spoken
- Comfortable working with clients across different industries and sizes

Familiarity with transaction banking more broadly, including cash management or post-trade services, would be a welcome addition. We are happy to consider candidates who bring strong commercial instincts and a genuine interest in developing further in this field.

What we offer you
You will be part of a team where knowledge sharing is part of everyday work. The role is hybrid, with three to four days per week at our office, giving you a good balance between in-person collaboration and flexibility. You will have real autonomy in how you manage your work, with access to learning opportunities and support from experienced colleagues across Transaction Banking.

Are you ready for the next step?
If this role sounds like the right fit, we encourage you to apply. Feel free to reach out to Joel Cim Holden, Head of Trade Finance DK, at **jhol@danskebank.dk** if you have any questions before applying.

We review applications on an ongoing basis, so we encourage you to apply as soon as possible.

We look forward to hearing from you!

Danske Bank	Ansøgningsfrist	Kontaktperson
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