

Sales Executive - Moonrise

Lunar is changing banking. We're a Nordic challenger bank, founded in 2015, with offices in Copenhagen, Aarhus and Stockholm, and we're building the future of financial services with AI at the core. Over the last decade we've developed innovative technology and products for individuals and businesses. Now we're opening that technology up to fintechs, giving them access to local accounts and payments through modern APIs. That's Moonrise by Lunar.

Moonrise serves regulated financial enterprises, from payment and e-money institutions to banks, that want to enter or grow in the Nordics. Our clients include Currency Cloud, Visa Direct, Wise, Trustly and many more of the biggest names in payments. We're looking for a Sales Executive to help us win the next wave of them.

This isn't a typical sales role. You'll join the early days of our Banking Services venture, with clear market fit, strong backing from our leadership, and plenty of room to shape how we work. You'll report to the General Manager of Moonrise.

What will you do

- Own your segment end to end, from market research and outbound prospecting through to a signed contract, building relationships with senior decision makers at international payment and fintech companies.
- Fill your own pipeline through outbound outreach, event networking (such as Pay360 in London and Money20/20) and by working the inbound leads that come in.
- Manage long sales cycles of 6 to 12 months on deals typically worth between 1 and 10 million DKK, working closely with our sales engineer on technical flows and with legal on contract negotiations.
- Guide new clients through our nine-week financial crime and onboarding process with the FCP team, then hand over to Partner Success to get them live.

- Work toward quarterly targets, both as an individual and as part of the Moonrise team.

What are we looking for in you

- At least 5 years' experience as an Account Executive or in a similar quota-carrying sales role within payments, fintech or banking, ideally with a payments or fintech company.
- A proven track record of selling complex technical solutions to large clients, managing deal cycles from prospect to close. API and payment infrastructure knowledge is a strong advantage.
- A hunter mindset: you're energized by closing deals and hitting high targets, and you're comfortable handling pressure.
- Gravitas with senior stakeholders such as CPOs and CEOs, and the habit of researching a company's business model, financials and leadership before every meeting.
- A proactive, people-oriented professional who thrives in a fast-moving start-up environment, is comfortable navigating new territory, and has professional working proficiency in English.

Why join Moonrise

This role is more than just a job, it's an adventure! You'll be joining at an early stage, helping shape the future of Moonrise. We're offering an unmatched opportunity to navigate new territory, take ownership and make a real impact.

What you get

- 4 days in the office. We're a team that builds together, thinks together, and moves together. Showing up is part of how we work.
- A well-equipped workspace. You'll have a modern computer and a comfortable desk setup. We want you to have the tools you need to do your best work.
- Pension, health insurance, and enhanced parental leave. From your financial future to your family moments. We've got you covered.

Ready to blast off with Moonrise by Lunar? Apply now and let's find out more!

While you hold on tight for us to get back to you, curious to see what we're up to? Follow us on LinkedIn for business announcements and releases , check out our Instagram for an inside scoop on what it's like to work here .

Depending on the regulations in the country where you will be employed, we will ask to see or obtain information about your criminal record. Please note that our employment is conditional upon you not *being registered in RKI (Ribers Kredit Information).*

We welcome applications from candidates of all backgrounds. If you need any adjustments during the recruitment process, please let us know

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