

Senior Growth Strategist, Business Banking Value Proposition & Go-to-Market

Do you want to help transition Nordea Business Banking to a next generation commercial organisation? We are looking for a Senior Growth Strategist (Expert Business Developer) to help deliver complex projects for Nordea Business Banking that are critical for realising our ambitious strategy. Business Banking provides banking and advisory services to small and medium sized corporate customers across the Nordics. The business also includes Transaction Banking (payments and international trade services) and Nordea Finance (asset-based lending).

This is an opportunity to operate at the heart of one of Nordea's key growth areas – contributing directly to strategic priorities and tangible business outcomes

About this opportunity

Welcome to 'Value Proposition & Go-To-Market'. We are a Nordic team that is responsible for ensuring that Nordea Business Banking can identify growth opportunities, has the best possible customer value propositions and the necessary capabilities to deliver its commercial strategy. We drive large scale, high impact initiatives, typically working across functions and markets.

What you will be doing:

- Take the lead in driving the implementation of key elements of Nordea Business Banking's 2030 strategy
- Work with data and stakeholders across Nordea to identify new growth opportunities
- Ensure we have differentiating value propositions in place for key customer segments
- Establish Go-to-market strategies for attractive market segments and own the roll-out
- Lead data-based performance management, including KPI tracking of sector level data and translating this into actionable business priorities

- Lead initiatives focused on improving performance in prioritised segments
- Support overall Business Banking strategy development

You'll join an international team of ambitious and enthusiastic professionals that are always willing to offer support, sparring, feedback and sharing best practices with you. The role can be based in Stockholm or Copenhagen.

Who you are

Collaboration. Ownership. Passion. Courage. These are the values that guide us in being our best – and that we imagine you share with us.

To succeed in this role, we believe that you:

- Enjoy taking ownership and are highly proactive, possessing a 'can do' orientation
- Possess the ability think both strategically and creatively
- Enjoy challenges and have a structured 'first principles' approach to problem solving
- Are quantitative and always evidence based in your approach
- Are an expert in senior stakeholder management and the facilitation of decision making
- Capable of driving performance discussions and influence decisions through analytical insights
- Are a strong team player that can lead, motivate and inspire team members through a high level of energy, a positive attitude and sharing knowledge
- Are passionate about making a difference

Your experience and background:

- More than six years' experience in growth strategy, value proposition development and commercial go-to-market execution (or relevant Management Consulting experience)
- Proven experience in driving improvements in business top-line performance based on analysis and recommendations
- In depth knowledge of the financial services sector in the Nordics is highly meriting
- Expert level 'hands on' competence in leveraging data in creative ways to derive insights that drive business improvement is required; additionally experience with, or willingness to learn, SQL/ Python is highly meriting
- Experience from an industry segment currently experiencing high growth is meriting e.g. Defence, Energy, Venture capital backed scale-ups
- Masters's degree or equivalent relevant work experience
- Excellent written and spoken English skills

If this sounds like you, get in touch!

Next steps

Submit your application no later than 25/11/2026. For more information about the position, you are welcome to contact Hamish Gilbert (Hamish.gilbert@nordea.com).

At Nordea, we know that an inclusive workplace is a sustainable workplace. We deeply believe that our diverse backgrounds, experiences, characteristics and traits make us better at serving customers and communities. So please come as you are.

Only for candidates in Sweden: For union information, please contact finansforbundet@nordea.se or SACONordea@nordea.com.

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Ansøgningsfrist
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Senior Growth Strategist, Business Banking
Value Proposition & Go-to-Market

Kontaktperson
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