

Global Head of Sales & Execution, Equities

Equity Sales and Execution at Danske Bank is entering an important phase of development. As Global Head of Sales & Execution, Equities, you will shape the direction of the Equity Sales franchise across markets, client segments and locations. You will set priorities for client coverage, commercial execution and cross-franchise collaboration, with a clear mandate to strengthen Danske Bank's position with institutional clients.

What you will be doing

You will lead a cross-location sales and execution organisation that works in close partnership with Equity Research, Trading, Equity Finance, Corporate Access and Capital Markets. Reporting to the Head of Equities, you will set commercial priorities, own senior institutional client relationships and ensure that coverage, product focus and sales execution are aligned with the broader Markets strategy. The team values disciplined collaboration, open dialogue and a shared commitment to serving clients well.

More specifically, you will:

- Define and execute the Equity Sales, Derivatives & Execution stragety, including coverage priorities, pipeline discipline and commercial execution.
- Determine client coverage priorities and allocate sales capacity across geographies and segments.
- Build and maintain senior relationships with priority institutional clients.
- Lead, coach and develop sales leaders and senior client-facing professionals across locations.
- Shape the future Equity Sales operating model as technology, market structure and regulation evolve.
- Ensure adherence to conduct requirements, information barriers and client communication standards.
- Partner with Compliance, Risk, Legal and Technology on sales-related governance matters.

About you

- Significant senior experience in Equity Sales or institutional equities markets.
- Deep understanding of equity markets, institutional client needs and research-led sales dialogue.
- Track record of leading senior sales professionals in a multi-location environment.
- Strong strategic and commercial judgement, including client prioritisation and resource allocation.
- Clear understanding of market conduct regulation, conflicts of interest and information barriers.
- Ability to lead organisational transformation and adopt new technology and data capabilities responsibly.
- Relevant higher education in finance, economics, business or a related discipline.

What we offer you

This is a senior leadership role with real scope to shape strategy, build culture and develop talented professionals across an integrated equities franchise. You will work in a hybrid model, typically spending three to four days per week in the office to collaborate closely with partners across Research, Trading and Capital Markets. There are strong opportunities to develop your leadership profile and work alongside experienced colleagues across Danske Bank's Markets organisation.

Are you ready for the next step in your career?

If this role resonates with you, we would be glad to hear from you. Please reach out to hiring manager Asbjørn Nicholas Mørk at asb@danskebank.dk with any questions related to the role.

Last day to apply is 11th of December.
We review applications on an ongoing basis, so we encourage you to apply as soon as possible as the position may be filled before the application deadline.

We look forward to hearing from you!

Danske Bank	Ansøgningsfrist	Kontaktperson
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