



(Senior) Client Specialist, Working Capital Technical Sales

Are you interested in working with business customers and creating positive experiences? Then this is your opportunity to join our Technical Sales team, part of Trade & Working Capital Solutions.

As part of Danske Bank's Forward '28 strategy, we have ambitions to grow our footprint and income, particularly within Working Capital. Working Capital management is key for businesses to optimise their working capital, free up liquidity and manage their risk.

Be a part of the team

You will be part of Trade & Working Capital Solutions, which is a product specialist unit supporting Danske Bank's customers with trade finance and working capital solutions. We offer a wide range of solutions to our customers including trade-related products such as letters of credit and guarantees, as well as working capital products such as supply chain finance, factoring and invoice discounting.

Our Technical Sales team that you will be part of is a middle-office team focused on working capital products, and in the role as (Senior) Client Specialist, you will amongst other things be responsible for:

- Implementing customer solutions from A-Z in close collaboration with the Sales responsible colleague and other important stakeholders
- Handling of ongoing customer requests and support

- Ensure that the client portfolio and our credit exposures are maintained well, ensuring timely actions and that clients are satisfied
- Provide sparring with Sales colleagues on how to structure and implement new solutions
- Bringing ideas to the table – from how we can optimize our products and systems to how we can improve our way of working

Technical Sales is not responsible for acquisition of new clients, but as (Senior) Client Specialist you are responsible for executing the sale, meaning implementing it from A-Z, which among other things entails drafting the credit contracts, having client meetings presenting how our products work in practice, and to ensure that funding is paid out.

You will work closely together with both colleagues and clients, and you will be the glue in the value chain that ensures we deliver what we have promised to customers.

What you'll need to thrive

We are a Nordic team based in Copenhagen, Stockholm and Helsinki, with a supporting back-office function in Lithuania and an IT-team based in India. We cover the Danske Bank group within Working Capital across all geographies, and it is important that you can see yourself thrive in an international environment with collaboration across borders.

We are looking for proactive candidates with a customer and service-centric mindset, and who also see themselves as responsible, detail-oriented and a team player. Over time, the expectation is that you will become and act as an expert on Working Capital.

Your qualifications:

Experience within working capital, corporate banking or banking in general

- Experience from customer facing roles
- Open and curious mindset, eager to learn new things not least new technology.
- Fluency in a Nordic language and English is a requirement as we are a Nordic team who support clients in both local & English language.

The ideal candidate will have prior experience working with Working Capital products, but it is not strictly required. You could have other relatable experience within banking or from the wider financial sector. The position is open to different levels of seniority, and if you can see yourself as a fit, we encourage you to apply. Your qualifications & prior experience will influence the potential seniority level offered.

What we offer

You will be joining a diverse and innovative team with different backgrounds and skillset.

You will have the flexibility of working from home, although we expect you to be present in the office 3-4 days per week.

Are you interested in joining us on an exciting journey?

If you would like to know more about this opportunity, please do not hesitate to contact Lasse Gerbola, Head of Technical Sales, at LGE@danskebank.dk.

Please note that we are processing applications and inviting for interviews on a continuous basis so please apply as soon as possible.

We look forward to receiving your application!

Danske Bank københavn, 1577 København danskebank.dk	Ansøgningsfrist 20. februar 2026 Senior) Client Specialist	Kontaktperson Lasse Gerbola
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