

Senior Associate – New Energy Origination & Structured Finance

The Export and Investment Fund of Denmark (EIFO) is looking for a Senior Associate to join our New Energy team in Large Corporates Origination and help originate and structure financing solutions that strengthen energy resilience in Denmark and internationally.

Our purpose – financing the transition that shapes tomorrow

As part of EIFO's Large Corporates Origination team, you will help develop new financing opportunities, build relationships with key market participants and contribute to the structuring and execution of complex transactions across Danish energy and international biogas. In this commercially oriented role, you will identify, originate and structure complex financing opportunities across Danish energy and global biogas, while contributing to the broader New Energy agenda.

EIFO is Denmark's official export credit agency, national promotional bank and sovereign investment fund. We provide state-backed loans, guarantees and equity to companies and projects with Danish interests and international potential. In New Energy, we work with clients, banks, investors and advisers to develop bankable solutions for complex transactions that support the build-out of the energy resilience, often in new markets, innovative industrial structures or emerging technologies.

The team manages an active portfolio and continues to see attractive opportunities for further growth. We are therefore expanding our origination capabilities and seeking a colleague who combines strong commercial judgement, relationship-building skills and transaction expertise, with the ambition to independently develop and drive financing opportunities.

Your new role

You will originate and develop financing opportunities, manage selected client relationships and contribute to the structuring and execution of transactions.

You will work closely with colleagues across Large Corporates and specialist functions within EIFO, taking responsibility for selected client relationships and financing processes while collaborating on larger and more complex transactions. Depending on your experience, you will have the opportunity to independently drive opportunities from initial client dialogue through structuring and execution.

Your key responsibilities will cover four areas:

1. Origination and client coverage

- Proactively identify, originate and develop new financing opportunities across Danish energy, international biogas and the broader New Energy sector, translating client needs and market developments into actionable transactions.
- Manage selected client relationships and drive opportunities forward from initial dialogue.
- Build strong relationships with banks, sponsors, investors, advisers and other market participants.

2. Structuring and transaction development

- Develop and structure tailored financing solutions together with clients and internal deal teams.
- Assess bankability, commercial and financial risks, risk allocation, security packages and financing terms.
- Take ownership of selected transactions while contributing to larger and more complex deals.

3. Analysis and internal decision-making

- Prepare high-quality client, sector and transaction analyses to support structuring and internal decision-making.
- Develop and review financial models and credit analyses.
- Present cases and key recommendations to the Credit Committee and through other relevant approval processes.

4. Portfolio, market and team contribution

- Support selected portfolio activities and ongoing client dialogue.
- Monitor market developments and translate sector insights into origination opportunities.
- Contribute to knowledge-sharing and collaborate across New Energy, Large Corporates and specialist functions.

Travel and engagement with clients and partners across different markets and cultural settings are an expected part of the role. We also expect a willingness to present at e.g. conferences as a speaker or panel participant.

Who you are

You are commercially curious and motivated by the evolving energy landscape, with an interest in how industrial developments, energy security and emerging technologies create new financing needs and opportunities. You combine a commercial mindset and relationship-building skills with solid financial and analytical capabilities. You are comfortable engaging with senior stakeholders, developing financing opportunities and working with colleagues across the transaction process.

We imagine that you:

- Bring several years of relevant experience from corporate banking, structured finance, project finance, infrastructure or energy finance, export finance or a comparable transaction-oriented environment, with the ability to independently drive client dialogue and financing processes.
- Have a solid understanding of credit analysis, financing structures and transaction processes. Experience with loans, guarantees or limited/non-recourse structures is an advantage.
- Have experience managing senior client and stakeholder relationships.
- Bring demonstrated analytical capabilities, including financial modelling.
- Communicate complex financial matters clearly and concisely in English; Danish proficiency is an advantage.
- Are commercially minded, collaborative and accountable, with the judgement to prioritize and advance opportunities forward in a complex stakeholder environment.
- Have experience in biogas, renewable energy, energy infrastructure, Power-to-X, carbon capture, battery storage or adjacent transition sectors. This is an advantage, but not a requirement.

Why join EIFO?

- Work across Danish and international energy markets, supporting the projects and technologies shaping the energy transition.
- Join a strategically important area with an active portfolio and a strong pipeline of Danish and international opportunities.
- Work across origination, structuring and execution, with access to EIFO's broad suite of state-backed financing instruments.
- Collaborate with experienced colleagues across credit, legal, sustainability, transactions and sector teams.
- Take ownership of client relationships and financing opportunities from origination through structuring and execution, with the opportunity to shape EIFO's growing New Energy activities and develop a strong network across the Danish and international energy finance ecosystem.

Are you our next colleague?

The recruitment process is managed by Heidrick & Struggles. Please submit your application and CV to ansogning@heidrick.com **no later than December 11, 2026.**

EIFO encourages candidates of all backgrounds to apply. Let’s build the future together.
About the Export and Investment Fund of Denmark

The Export and Investment Fund of Denmark (EIFO) is the single entry point for companies seeking Danish state-backed financing. As Denmark's official export credit agency, national promotional bank and sovereign investment fund, EIFO provides loans, guarantees and equity that enable growth, exports, innovation and the green transition.

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