



## Senior Sales Manager for Investor Services

*Are you motivated by commercial results, working with complex products, and building and maintaining long-term relations? Then this is an opportunity to put your sales and client-relation capabilities into a new setting working with Large Corporates and Institutional Clients.*

You will be joining the Nordic sales and advisory team of 13 professionals in Investor Services Sales and based in Copenhagen Denmark working with the Norwegian clients together with a colleague. We ensure high quality delivery of client service, products and local market expertise aligned with the client demands in an efficient manner. Our team advises the largest Norwegian Corporate and Institutional Customers on the fast-growing post-trade area. We act as Relationship Managers and focus on strategic customer retention, cross sale activity, and new sales within the post-trade area.

We are a part of Danske Bank Large Corporate and Institutions (LC&I) and you will be part of a professional atmosphere where we aim to make every day a great day for our clients and colleagues. We team up, we are open for seeking potential and make transparency and inclusion a priority and we own it by aiming for better results.

Your role and contribution will be to deliver high quality sales and advisory to our clients. This entails to build up and maintain a relationship of trust with current clients and to have a close co-operation with our Nordic IVS (Investor Services) Sales Team and Institutional Banking.

### Your key assignments will include:

- Working closely with Senior Bankers and Product Specialists to support the needs of our customers and sell and promote the entire Investor Services product suite (services like Global Custody, Derivatives Clearing (OTC and ETD clearing), 3rd party

- Collateral Management, FX clearing etc.) to the Nordic Financial Industry and Corporate segments
- Constantly enhancing the sales process to improve sales, quality and efficiency
- Build solid internal relationships with your colleagues
- Proactively screening the market for new initiatives and potential new prospects
- Building a good understanding of Derivatives Clearing (ETD & OTC) or Custody is advantageous in this role

This role offers you the opportunity to build and maintain relations with Danske Banks LC&I Clients and interact with many different client segments - most of them at C-level. You will be owning the dialogue and sharing your expertise of products and services while advising on financial decisions that have a strategic, vital and significant impact.

### **Who is our new colleague?**

We are looking for you, who can establish and maintain good relations with all levels and enable good dialogue with colleagues and stakeholders within our organisation. You will be required to navigate well in the complexity of working with Large Corporates and Institutional Clients. Regular travelling to Norway will be expected.

We imagine you have several years of experience within Investor Services Sales area or otherwise experience from working with the post trade value chain in a Financial Institution or a Corporate Treasury unit combined with an academic background e.g. master's degree in economics, finance or related studies. Due to our core assignments, it is a requirement to be fluent in preferable Norwegian or alternatively Danish as well as English proficiency.

We are looking for employees who seek to develop themselves and our organisation. A career at Danske Bank is an opportunity to develop, grow and contribute to a culture of high aspirations. We offer a career at a leading Nordic bank with flexibility, inclusivity and an attractive working environment.

### **Like to join us? Send us your application!**

If you want to know more about the job, please contact Michael Esmann Bendixen, Head of Investor Services at +45 24 97 05 60.

Please note, that we are processing applications on a continuous basis, so we encourage you to apply as soon as possible.

### **We look forward to receiving your application!**

## **About Us**

Danske Bank is a Nordic bank with bridges to the world around us. For 150 years, we have supported people and businesses in releasing their potential. A career with us is an opportunity to join a community of 22,000 colleagues in a culture where we are committed to Teaming Up, Owning It and Being Open. Together, we are on a journey to transform Danske Bank into a better bank. For our customers, our employees and the societies around us.

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