



Relationship Manager / Growth Advisor with banking experience to work with portfolio of complex companies – possibly with venture capital experience

Do you thrive working with entrepreneurs? Do you get energy from meeting new persons and extending your network? Are you curious on new technologies and business models? Do you have experience from using finances to release business potentials? If you can say yes to these questions, Danske Growth has an interesting position to offer.

Danske Bank Growth is looking for a Relationship Manager / Growth Advisor to our Copenhagen Office working with fast growing, venture backed companies from Seed-funding and beyond.

Danske Bank Growth is a part of Business Banking in Danske Bank, working with entrepreneurs and investors across the Nordics. The customer portfolio is vertically agnostic, but in general they all deploy "Tech" as their differentiator. We have clear goals to grow our customer portfolio and accelerate our collaboration with venture backed companies and Venture Capital funds.

We are a Nordic team full of dedicated people that are motivated by working with high-growth venture backed companies. We spend time working on customer cases, meeting relevant stakeholders in the ecosystem and developing products & services that are relevant for our value proposition. We believe the growth segment will bring new technology to the market that will be instrumental for the success of EU and job creation in the Nordic societies.

Unique role for a motivated and experienced person

This unique role provides great opportunities for a motivated and experienced person to thrive and make a difference. The role is based in Denmark (Copenhagen) but will from time to time include customer engagement across the Nordic region.

We have high expectations to the profile joining the Growth team:

- Identify and onboard new venture backed companies.
- Focus market is Denmark, but you will also experience Nordic involvement in cases.
- Build network and relationships with founders, investors (Business Angels, VC,s PE's, governmental investment funds) and key stakeholders in the Danish startup ecosystem
- Give inputs on how to continuously improve our value proposition for the growth segment (products and services) and give sparring to colleagues on individual customer cases
- Serve and manage a portfolio of customers together with relevant specialist areas in Danske Bank (Cash Management, FX, Credit, Private Banking, Corporate Finance etc.)

We expect you to be experienced, ambitious and passionate about the startup segment. We foresee you having a background from a bank, an investment fund/vehicle or from Corporate Finance. And that you have some experience from working with a portfolio of complex companies.

We are looking for a person with a personal drive for continued professional development. You already have / or a motivated by building a strong network with key stakeholders in the ecosystem. You are motivated to run and grow your own portfolio of customers. To be successful you need to possess self-motivation and drive. Full proficiency in English is required.

We offer

- Be part of a Nordic team united on the mission to help venture-backed companies to scale their business
- A very flexible work life where you are guided by the overall performance targets, but can influence the way to operate on a daily business
- A salary package that matches your experience and profile
- A strong customer portfolio and brand position within the startup ecosystem
- A clear and consolidated ambition to accelerate our performance across the Nordic markets

Interested?

If you have any questions, please contact Kent Due-Frederiksen, Danske Bank Growth: kedu@danskebank.dk. Please send apply as soon as possible as we conduct interviews on an ongoing basis.

Danske Bank

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Ansøgningsfrist

19. april 2026
Relationship Manager / Growth Advisor

Kontaktperson

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