



Nordic Acquisition Manager – Global Subsidiaries, Business Customers (Copenhagen)

Help expand our Nordic international customer growth!

Danske Bank's Nordic Global Subsidiaries (GS) organisation supports more than 9,000 subsidiaries of international and Nordic groups across the region through a coordinated, cross border model. To accelerate our Forward '28 growth goals, we are focusing on **new customer acquisition** - and we are now hiring a dedicated **Nordic Acquisition Manager**, based in **Copenhagen**, to drive our Nordic growth agenda.

Your role

As Nordic Acquisition Manager, you will be the engine behind GS' new customer growth, converting high potential Nordic subsidiaries and international groups into Danske Bank customers. You will work closely with Senior Bankers (GAMs), country Global subsidiaries teams and Global Business Direct to deliver seamless, coordinated wins across borders. Your responsibilities include:

- **Customer acquisition Strategy:** Develop and execute strategies to acquire new customers and drive business growth.
- **Own and drive a Nordic acquisition pipeline:** Activate and orchestrate leads across DK/SE/NO/FI.
- **Collaboration with advisors:** Work closely with advisors on the acquisition process, ensuring smooth and great customer experiences

- **Data-driven insights:** Analyse market trends and customer data to refine strategies, improve outcomes, and identify opportunities for growth.
- **Customer journey mapping:** Map and optimise the customer journey for addressing pain points and ensuring a seamless transition for new customers.
- **External relations:** Identify and directly engage with external stakeholders to identify acquisition opportunities.

What you bring

- 5–10 years of acquisition experience from corporate banking, transaction banking or other complex financial services
- A demonstrated hunter mindset: disciplined outreach, proactive planning, and comfort navigating multiple stakeholders
- Strong cross-border commercial intuition and an understanding of Nordic corporate customer needs
- Solid communication skills in English and fluent in one or more of the Nordic languages
- High digital adoption - strong CRM habits, ability to use dashboards and willingness to adopt GenAI in daily work
- A collaborative, positive and solution-oriented mindset
- Ability to work independently from Copenhagen while coordinating across all Nordic markets

What we offer

Join Danske Bank and play a key part in driving our strategic and commercial goals, helping shape an important area of our business.

- A central role in Danske Bank’s Nordic international customer strategy
- A strong, differentiated Nordic value proposition to bring to customers
- Close collaboration with advisors, leaders and commercial teams across the Nordic
- Hybrid work setup, international exposure, and opportunities to develop further both personally and professionally

Ready to join? Here’s how to apply

If you're interested in this role, please apply via our career portal.

Danske Bank is proud to be an equal opportunity employer. We actively encourage applications from candidates of all backgrounds and experiences.

If you have questions about the position, please contact Nordic Head of Global Subsidiaries and Corporates Louise Lyngbye Hansen, lohan@danskebank.dk

We conduct interviews on a rolling basis and look forward to discovering how you can make a difference with us.

Danske Bank København , 1577 københavn danskebank.dk	Ansøgningsfrist 19. april 2026 Acquisition Manager	Kontaktperson Louise Lyngbye Hansen
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