



Start Your Sales Associate career within Investor Services, TxB, Denmark

Do you want to be part of shaping the future of one of the leading Nordic wholesale banks while accelerating your professional skillset? Do you wish to empower our business unit servicing the largest and most sophisticated corporate & institutional customers in Dansk Bank to drive impactful change? Then this is your opportunity to join us in the Investor Services, TxB team within Large Corporates & Institutions (LC&I).

But first, who are we at Danske Bank?

Danske Bank, the largest bank in Denmark, serves a diverse range of customers from individuals and businesses to institutional clients. At Danske Bank, we create an environment where creativity and strategic thinking are central to all our activities.

LC&I supports Danske Bank's largest and most complex customers across the Nordics with their financing and transaction needs. Corporate & Institutional Banking (CIB) is the coverage team for these customer relationships within LC&I.

Within Investor Services, TxB, we provide dependable and innovative post-trade services tailored for institutional and corporate clients, enabling their success in an ever-changing financial landscape.

To be the most trusted partner for post-trade excellence in the region, fostering client success through innovation and expertise.

Key Responsibilities

As a Sales Associate in Investor Services, you will play a key role in supporting and driving commercial activities for Large Corporate and Institutional clients across the region. Collaborating closely with Sales Directors, Relationship Managers, and Product Specialists, you will ensure high-quality sales execution, client advisory, and pipeline development for Danske Bank's post-trade services.

Client and sales support

- Assist Sales Directors and Relationship Managers in maintaining and developing client relationships with Large Corporate and Institutional clients.
- Prepare materials for client meetings, manage follow-ups, and coordinate next steps.
- Identify cross-selling and upselling opportunities within Investor Services.
- Support client acquisition activities, including prospect screening, market analysis, and pitch preparation.

Product and advisory contribution

- Provide sales and advisory support across Investor Services offerings, including custody, derivatives clearing, collateral management, and FX clearing.
- Develop expertise in custody and derivatives clearing to explain complex solutions to clients effectively.

Sales process and pipeline management

- Track opportunities, update CRM systems, and manage sales documentation and approvals.
- Enhance sales processes through structured execution and follow-ups.
- Prepare internal sales reports and pipeline reviews.
- Build strong internal networks for seamless client delivery and market alignment.

Market and business development

- Monitor market trends, regulatory changes, and client initiatives impacting post-trade services.
- Identify potential prospects within Financial Institutions and Corporate segments.

Who We Are Looking For

- No prior sales experience needed, but a strong interest in a commercial career is essential.
- Experience from university case work, group projects, or part-time roles is highly valued.
- Training and support provided — no need to be an expert from day one.
- Exposure to banking, asset management, treasury, operations, or client service is a plus.
- Bachelor's or master's degree (completed or near completion) in Finance, Economics, Business Administration, or related fields.
- Interest in financial markets, institutional banking, capital markets, or post-trade services.
- Ability to grasp complex topics and explain them clearly.
- Curious and eager to learn.
- Fluent in English and Danish or Norwegian.

Benefits of Starting Your Career with Us:

You will become part of the onboarding talent program YoungMinds@LC&I where you will attend sessions and social events that ensure a smooth onboarding into the operations and culture of LC&I. The program is designed to enhance both your personal and professional growth, gain valuable insights into the various areas within LC&I and build connections and network across. A rewarding salary structure, comprehensive health benefits, and various perks. A balanced work environment supporting personal and professional success and opportunities to build and nurture relationships, becoming a vital member of the team.

Could You Be Our Next Team Member?

We would like you to start as soon as possible and on September 1st 2026, you will then roll into the YoungMinds@LC&I programme, offering a chance to build a useful network within the bank and providing a professional way to get to know our organisation.

If you want to jump at this opportunity, please apply by sending your CV, university transcript, and a motivational letter no later than February 27, 2026

Please reach out if you have any questions or need further details:

Head of Investor Services, Michael Esmann Bendixen, miben@danskebank.dk

We're looking forward to exploring the possibilities with you!

[Starting a career](#) at Danske Bank means joining a collaborative environment where you can engage actively from day one. As a full-time employee, you will be part of our Young Minds community, designed to help you grow personally and professionally through development sessions and social events with your peers. If you are looking for a rewarding and interesting opportunity, apply now and become part of our team! #YP

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.

Danske Bank

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Ansøgningsfrist

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Sales Associate

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