



# International Acquisition Manager, New Client Acquisition in International Corporate Banking

*In Danske Bank we are expanding our set-up for new international corporate customers. As an international acquisition manager, you will be the first point of contact for potential clients, combining commercial drive with a strong risk mindset. You will identify and meet potential customers, assess whether they fit the bank's risk appetite and pitch relevant banking solutions that support our goal to further grow the international segment.*

## Your role

Most of our customers are domiciled in Denmark, Sweden, Norway and Finland, but the stakeholders we engage with can be based anywhere in the world. As a leading Nordic bank with more than 150 years of experience, we are looking for a colleague who enjoys presenting and representing Danske Bank and our financial solutions. The person must be good at establishing a strong dialogue with potential customers from the very first contact. This means understanding their business model, objectives and pain points, and translating that into clear, relevant solutions that align with our risk appetite. We can build trust and credibility in a very short time, adapt our communication to different stakeholders and cultures, and create a professional relationship that aligns with the customer's expectations.

## Your responsibilities include

- Taking initial meetings with potential customers to understand and assess their needs

- Leading the dialogue with key stakeholders such as managing directors, CFOs, treasury or finance managers
- Assessing the potential customers' alignment with our risk appetite
- Identifying business opportunities and pitching our pan-Nordic solutions
- Managing and fostering the dialogue and cooperation with external stakeholders such as interest organisations that provide leads to the bank
- Engaging with internal stakeholders in preparation for client meetings, assessments or client handovers once the potential customer is sent for onboarding
- Exploring new ways to identify potential customers, such as data-driven leads

## Who we are looking for

Representing the bank and pitching for new customers comes with great responsibility. It requires interest customer interaction and attention to who we are as a bank.

- You have a genuine interest in corporate banking solutions and a few years of professional experience within the sector.
- You speak fluent English and at least one Nordic language
- You have a strong commercial intuition and excellent presentation skills, with the ability to break down complex solutions into an easily understandable and engaging dialogue with customers
- The role requires a high level of attention to detail when it comes to the bank's risk appetite
- Able to maintain swift response times and a very high level of accuracy and professionalism, even during periods of high inflow and time pressure.
- The role is based in Copenhagen

## What we offer

Danske Bank is ranked as one of the most attractive workplaces in Denmark. We are heavily investing in both people and solutions for our customers. Our solutions are only as strong as the team behind them. While we are committed to growing our portfolio of international customers, we are equally committed to your development and will provide time and resources for your professional growth within Danske Bank.

## Ready to join? Here's how to apply

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 Senior International Relationship Manager, Johannes Petig: [johp@danskebank.dk](mailto:johp@danskebank.dk)

We conduct interviews on a rolling basis and look forward to discovering how you can make a difference with us. If you are interested in this role, please apply as soon as possible via our career portal.

**Danske Bank**

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[danskebank.dk](https://danskebank.dk)

**Ansøgningsfrist**

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International Acquisition Manager

**Kontaktperson**

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