Commercial Development Lead/Business Manager in Transaction Banking Sales Enablement

Are you a dynamic and self-driven professional and do you wish to deliver results in an evolving environment, where projects require your attention and leadership? Do you thrive on the complexity of balancing strategic initiatives and ad hoc tasks with operational excellence enabling front-line teams to operate with confidence and clarity? Then this is your opportunity to join TxB Sales Enablement as a Commercial Development Lead / Business Manager.

About This Opportunity

Join Danske Bank's Transaction Banking Organisation in TxB Sales Enablement as a trusted partner for management, governance, and commercial development. In this pivotal role, you'll be at the heart of our strategic operations, driving strong performance across process management, operational interconnectedness, and commercial projects.

As Commercial Development Lead, you will play a key role in driving this transformation by undertaking a leading role in the formulation and implementation of commercial and operational projects and initiatives to maintain and develop our services.

You will be a part of the TxB Sales Enablement unit, which is the operational backbone of TxB by providing holistic, scalable, innovative, and data-enabled solutions that empower sales teams, enhance customer experience, and accelerate growth in line with Forward '28 ambitions.

The team is anchored in Transaction Banking within our Large Corporates & Institutions business unit. In this role, you will report directly to the Head of TxB Sales Enablement.

TxB Sales Enablement is responsible for enabling seamless, client-centric delivery and operational excellence across Transaction Banking by harmonizing standards, driving digitalization, and supporting sales with go to market, data-driven insights, robust governance and risk management.

As Commercial Development Lead you are expected to take ownership, lead initiatives, and drive business-critical tasks and projects.

Your role is to support decision-making, create stakeholder buy-in, and work effectively across all levels while maintaining a holistic view and staying diligent. Your responsibilities will furthermore include:

- Ensure progress and closure on business-critical projects and tasks, adhering to deadlines.
- Support the organization in delivering on executive deliverables and key strategic priorities under the Forward '28 strategy.
- Sales Enablement & Service Model Development: Support the Head of Transaction Banking Sales Enablement in managerial duties, strategic projects and contribute to building an improved service model around the One Transaction Banking agenda, ensuring seamless integration between operational capabilities and sales effectiveness.
- Represent TxB Sales Enablement in various initiatives and projects, hereunder:
- Business Procedure implementation and reviews for TxB Sales Enablement
- Group-wide projects & initiatives
- Drive the digitalization agenda and implement automation in relevant areas.
- Build strong stakeholder relationships, ensuring alignment and effective task distribution among stakeholders.

What we are looking for

As TxB Sales Enablement is supporting product areas across Transaction Banking, flexibility in responding to shifting strategies and the ability to handle issues on the fly are essential. Since this role interacts with multiple organisational units and teams, strong collaboration skills and a structured mindset are essential. We value individuals who take initiative, has a drive for change and the capacity to organize their own time and priorities.

You should be able to manage multiple initiatives simultaneously, meet deadlines, and produce compelling deliverables. Great analytical skills and being comfortable in an internationally dynamic environment are also crucial. Additional qualifications include:

- Solid academic background and relevant experience from the financial services industry is preferred
- Excellence in Microsoft Office suite and curiosity around GenAI tools
- Keen to understand current processes while challenging the status quo.
- Initiative-taker mindset with strong motivation, a structured approach, and pragmatism.
- Strong verbal and written (English) communication skills.

Interested?

Does this sound like the role and opportunity you have been looking for? We'd like to hear from you.

For further questions, you are welcome to contact Natasha Rajovic, Head of TxB Sales Enablement nkuz@danskebank.dk

At Danske Bank, we value diversity and aim to hire the most qualified candidates. We are proud of our diverse teams and consider it a source of strength in building engagement and driving success.

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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Ansøgningsfrist
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Business Manager

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