



Account Executive - Banking Services

Lunar is revolutionizing the banking industry and we're on the lookout for an **Account Executive** to join our mission! Get ready to close enterprise deals, build long-lasting relationships, and collaborate with leading fintechs. If you're a hunter driven by turning leads into loyal customers, your perfect role is waiting for you at Lunar!

We've spent the last 8 years developing innovative tech and product solutions for users and businesses. Now, we are opening up for our technology allowing fintechs access to local accounts and payments via modern APIs. This is **Banking Services** at Lunar and we want you to be part of it! This role will be located in our flagship office in Copenhagen and you will report to **Camilla Frøsig**, Head of B2B Sales.

We're on the hunt for an experienced Account Executive to join Banking Services. This isn't your typical sales role; it's a chance to join from the beginning and build something extraordinary.

Here's what you'll get to do:

- Drive mid- and enterprise level sales with clients across the Nordics and internationally - you will have the opportunity to travel!
- Manage the entire sales lifecycle, from prospect to close.
- Attend events, network, and generate leads that convert.

Here's what we're looking for:

- Minimum of 3 years experience as an Account Executive with a focus on mid-size/enterprise deals.
- Proven experience with more complex technical setups from fintech, tech, banking, or similar (complex API and infrastructure knowledge is an advantage).

- A track record of managing deal cycles from prospect to close, particularly with large clients.
- A proactive, people-oriented professional who thrives in a start-up environment and is not afraid to navigate new territories.
- Someone who gets energy and motivation from meeting high targets, can handle pressure and manage senior stakeholders
- Stellar communication skills.

Why join Lunar?

This role is more than just a job - it's an adventure! You'll be joining at an early stage, helping shape the future of Banking Services. We're offering an unmatched opportunity to navigate new territory, take ownership, and make a real impact.

Ready to blast off with Lunar?

[Apply for this job](#) - please let us know that you heard about this job at Finanskandidaten.

Department:

Commercial

Locations:

Copenhagen, Denmark

Employment type:

Full-time

Lunar

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Ansøgningsfrist

Løbende jobsamtaler
Account Executive

Kontaktperson

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