



Securities Finance and Repo Sales Manager, Markets

Would you like to join the largest bank in the Nordics? Securities Finance & Structured Products Sales in Nordea Markets is offering an exciting opportunity for a Securities Finance Sales Manager to be part of the fast-paced trading floor at the leading Nordic investment bank.

The job can be based in Stockholm, Copenhagen or Oslo, starting as soon as possible, and offers an excellent opportunity to advance your career within the Markets Sales & Trading area.

About our team

The Securities Finance & Structured Products Sales team is responsible for originating, structuring and executing market leading Securities Finance deals and Structured Products to a broad range of institutions and professional clients such as investment companies, hedge funds, banks and corporate treasuries across the Nordics and beyond.

In the role, you will become an integral part of the team, leveraging your expertise in Securities Finance across both fixed income and equity markets. You will work closely with our trading desk and clients to provide first-class Securities Financing solutions, focusing on refinancing transactions against covered bonds or equities. We offer an ambitious and innovative environment characterized by teamwork and trust, where your expertise and contribution will be valued from day one.

Collaboration. Ownership. Passion. Courage. These are the values that guide us in how we work and how we make decisions – and that we imagine you share with us.

What you'll be doing

Main responsibilities in this role are to develop client relationships within the Securities Finance space, with focus on sourcing liquidity through covered bond repo transactions and equity refinancing transactions. You will identify new business opportunities across both product areas, structure tailored financing solutions, and work closely with trading to optimize balance sheet usage and profitability. You will represent Nordea in the securities finance market, build strong relationships with key counterparties, and collaborate with stakeholders across Markets.

- Developing and maintaining client relationships within the Securities Finance market, with both local and international institutions
- Structure and execute both covered bond repo transactions and equity refinancing solutions, with focus on sourcing liquidity
- Identify new business opportunities and drive development of product offering across the Securities Finance area
- Work closely with Securities Finance Trading to optimize balance sheet usage and profitability
- Collaborate with stakeholders across Nordea ensure seamless execution

Who you are

We are looking for a finance professional with deep market knowledge and a proven track record in building client relationships. You have excellent understanding of Securities Finance or other related capital markets products such as fixed income.

In addition, the successful candidate should fulfil the following criteria:

- Ideally 5 years of experience in capital markets related area working with institutions, but exceptional candidates with 3+ will be considered
- Strong understanding of areas such as liquidity and regulatory capital
- Excellent communication and relationship-building skills
- Strong proficiency in Excel and other Microsoft Office applications
- Fluent in English and any of the Scandinavian languages

If this sounds like you, get in touch!

Next steps

Submit your application no later than 04/10/2026. To apply, please submit your application including CV, cover letter and references. We will interview on a continuous basis and encourage early application. For more information, you're welcome to contact Martin Jansson (martin.jansson@nordea.com).

We enable dreams and aspirations for a greater good

We build relationships. We add a personal touch to everything we do – when advising our customers, collaborating with colleagues, and meeting our potential candidates.

We learn and develop. We take pride in being experts and thinking ahead. We use our expertise to meet our customers' needs, from the simplest to the most complex. We bring a growth mindset to our work that enables us to focus on a

broader perspective in our daily challenges.

We lead change. We are responsible and aware of the impact of our decisions, both for our customers and for our local and global communities. Mindful of our responsibility towards current and future generations, we have made sustainability an integrated part of our business strategy.

We are Nordea. We have a 200-year history of supporting and growing the Nordic economies and our values are deeply rooted in these open, progressive and collaborative societies. As one of the biggest employers in the Nordics, Poland and Estonia, you have excellent opportunities to evolve, develop and move forward with us.

Only for candidates in Sweden: For union information, please contact finansforbundet@nordea.se or SACONordea@nordea.com.

Nordea

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Ansøgningsfrist

4. oktober 2026
Securities Finance and Repo Sales
Manager, Markets

Kontaktperson

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