Account Executive - Banking Services

We've spent the last 8 years developing innovative tech and product solutions for users and businesses. Now, we're opening up our technology to allow 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!

At **Lunar** we are democratizing the power of money and changing the way we all bank, pay, and invest. Since starting in Aarhus in 2015, we've grown rapidly and are now a **major player** in the Nordics, with offices in Copenhagen, Aarhus and Stockholm

So who are we? Are we a tech company or a bank? Well, we're both, breaking free from the usual categories. Here, tech isn't just a cool add-on; it's the core of how we do things. With our own banking license, we go head-to-head with traditional banks. What sets us apart is the mix of tech and financial services, giving us the power to shake up a dusty industry that's ready for a change.

As we strive to become the best everyday bank in the Nordics, we're looking for an Account Executive to join our ambitious Banking Services team, reporting to Camilla Frøsig, Head of B2B Sales. You'll be based in our flagship office in Copenhagen or Stockholm, driving enterprise sales, building strategic partnerships, and transforming our innovative solutions into long-lasting client relationships. With high targets and a high-impact role, your everyday mantra will be networking, exploring new opportunities, capturing potential, filling the pipeline, and closing deals. If you have an entrepreneurial mindset and are ready to propel our mission to revolutionize banking, let's go!

What will you do?

- Drive mid- and enterprise-level sales with clients across the Nordics and internationally - you will have the opportunity to travel!
- Lead the entire sales lifecycle, from prospect to close.
- Build strong relationships and close deals with leading fintech and banks.

- Bring value to clients through Lunar's products and solutions.
- Negotiate prices and close deals.
- Attend events, network, and generate leads that convert.

Curious about the Lunar culture?

Everything at Lunar centers around our core - to challenge. It's infused into our four values and guides us in how to work together, lead projects, and lead people to reach our mission. Our values aren't just words on a page - they're what make us who we are and shape the vibe of our culture. And trust me, we're all about the vibe. For a longer read about our culture, **click here**.

We're excited to welcome everyone to apply for this impactful role! We can't wait to follow up with talents who we believe are the best fit based on the following criteria:

- Minimum of 5 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 sectors who have direct experience in payments or financial solutions (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.

Are you ready to join the journey? Apply now and let's find out more!

While you hold on tight for us to get back to you, curious to see what we're up to? Follow us on **LinkedIn** for business announcements and releases , check out our **Instagram** for an inside scoop on what it's like to work here , and visit our **blog** for the latest tech and product insights!

Depending on the regulations in the country you will be employed, we will ask to see or obtain information about your criminal record.

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