



Senior Consultant, Tender Management

Join us as the commercial conductor behind some of the most complex customer opportunities across Transaction Banking. You will own end-to-end tender processes and coordinate multidisciplinary teams to deliver proposals that win strategic customers and retain key partnerships.

What you will be doing

As Senior Consultant in Tender Management, you will be the central coordinator for large-scale commercial opportunities spanning Cash Management, Investor Services, and Working Capital solutions across the Nordics, UK, Ireland, and Poland. You will work closely with product specialists, sales teams, implementation specialists, legal, risk, and operations to transform customer requirements into compelling value propositions. Furthermore, you will:

- Manage complex RfP processes from initial qualification through to contract award
- Coordinate cross-functional teams across multiple products and stakeholder groups
- Develop win themes and compelling value propositions for strategic opportunities
- Maintain governance structures and quality assurance throughout tender activities
- Contribute to best practice development and AI-supported tender capabilities

About you

- 5+ years of experience in tenders, proposals, or commercial project management
- Background in banking, financial services, consulting, or complex B2B environments
- Structured approach with ability to manage multiple concurrent deadlines
- Strong written and verbal communication skills in English and Danish
- Stakeholder management capabilities across senior and specialist audiences
- Detail-oriented mindset with project coordination skills

Additional experience in payments, treasury, or fintech would be valuable, as would familiarity with Nordic or international market dynamics.

What we offer you

You will join Commercial Concepts & Analytics; a collaborative team focused on strengthening commercial capabilities across Transaction Banking. We offer broad exposure to Transaction Banking, Advisory Banking, and LC&I, plus the opportunity to shape how Danske Bank approaches commercial opportunities. We support flexible working with 3 to 4 days per week in the office to promote collaboration and knowledge sharing.

Are you ready for the next step?

We are processing applications on an ongoing basis and would love to hear from you. Please submit your CV and cover letter outlining your relevant experience and motivation. For questions about this role, contact Bjarke Finlov, Head of Commercial Concepts & Analytics, at bjf@danskebank.dk.

We look forward to hearing from you!

Danske Bank

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Ansøgningsfrist

Løbende jobsamtaler
Senior Consultant, Tender
Management

Kontaktperson

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