Akkvisitiv Relationship Manager

Business Banking Advisory is responsible for providing tailored financial and advisory services for the specific needs of small and medium businesses as well as larger corporations.

Work includes:

- Offering banking services such as commercial loans (e.g. fixed-term loans, short- and long-term loans, lines of credit, and asset-based loans)
- Setting up specific processes for businesses that help streamline their cash management resulting in lower costs and more cash on hand
- Providing businesses with access to electronic payment processing systems to accelerate money transfers
- Building customer relationships and actively engaging in customer acquisition
- Referring customers to other areas of the bank to expand their banking relationship
- Assuring service quality and customer satisfaction
- Complying with all bank policies and procedures
- Maintaining current knowledge of all business banking products and services

Impact:

- Recognized subject matter expert
- Assists in the generation and promotion of new theories, concepts, principles, and methodologies within a specialty area
- Defines the objectives of the assignment where direction is given in the form of broadly defined outcomes
- May manage large projects or processes that span outside of immediate job area
- Work is performed with limited oversight

Comms & Interaction:

- Communicates with parties within and outside of own job function
- Typically has responsibility for communicating with parties external to the organization (e.g., customers, vendors, etc.)
- Works to influence parties within and outside of the job function at an operational level regarding policies, procedures and practices

Innovation:

- Responsible for making more incremental improvements of processes, systems or products to enhance performance of job area
- Problems and issues faced are numerous and undefined, and require detailed information gathering, analysis and investigation to understand the problem
- Problems are difficult with moderate complexity
- Problems typically impact multiple departments or specialties
- Problems are typically solved through drawing from prior experience and analysis of issues

Knowledge:

- Requires deep knowledge of job area typically obtained through advanced education combined with experience
- Typically viewed as having a specialty within functional discipline
- Has broad knowledge of project management
- Typically responsible for providing guidance, coaching and training to other employees within job area

Danske Bank
Albani Torv 2, 5000 Odense
danskebank.dk

Application deadline
9. August 2026
Relationship Manager