



Danske Bank Growth is looking for a Relationship Manager/ Senior Relationship Manager

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-Copenhagen, Aarhus, Odense, Hybrid-

Do you thrive working with entrepreneurs? Do you get energy from meeting new persons and extending your network? Are you curious on new green technologies and business models? Do you have experience from using finances to release business potentials? If you can say yes to these questions, Danske Bank has an interesting position to offer.

Danske Bank Growth is looking for a Relationship Manager/ Senior Relationship Manager to our Copenhagen Office working with fast growing, venture backed companies within Tech and GreenTech (from Seed-funding and beyond).

Danske Bank Growth is a part of Corporate Banking in Danske Bank, working with entrepreneurs and investors across the Nordics. We have been active for several years and our plans is to accelerate our growth across the Nordics. We want to position Danske Bank Growth as the preferred financial partner for venture backed Growth companies across the Nordic markets.

The customer portfolio is vertically agnostic, but in general they all deploy "Tech" as their differentiator and majority operates with SaaS-based business models. We have strong ambitions to grow our customer portfolio and accelerate our collaboration with venture backed companies within GreenTech and within verticals such as Food & Agro, Energy & Utilities, Materials & Resources, Building & Infrastructure and Transport & Mobility.

We are a Nordic team full of dedicated people that are passionate about working with high-growth venture backed companies. We spend time working on customer cases, meetings with relevant stakeholders in the ecosystem and developing products & services that are relevant for our value proposition. We believe the growth segment will bring new technology to the market that will be instrumental for the success of the green transformation and creating new jobs in Nordic societies.

Unique role for a passionate and experienced person

This unique role provides great opportunities for a passionate and experienced person to thrive and make a difference. The role is based in Denmark but will from time to time include customer engagement across the Nordic region.

We have high expectations to the profile joining the Growth team:

- Identify and onboard new venture backed companies. Especially within GreenTech.
- Focus market is Denmark, but you can be involved in Nordic cases also.
- Build network and relationships with founders, investors (Business Angels, VC's, PE's, governmental investment funds) and key stakeholders in Danish startup ecosystem
- Give inputs on how to continuously improve our value proposition for the growth segment (products and services) and give sparring to colleagues on individual customer cases
- Serve and manage a portfolio of customers together with relevant specialist areas in Danske Bank (Cash Management, FX, Credit, Private Banking, Corporate Finance etc.)

We expect you to be experienced, ambitious and passionate about the startup segment. We foresee you having a background from a bank, an investment fund/vehicle or from Corporate Finance. And that you have some experience from working with a portfolio of complex companies.

We are looking for a person with a personal drive for continued professional development. You already have / or are motivated by building a strong network with key stakeholders in the ecosystem. You are eager to run and grow your own portfolio of customers. To be successful you need to possess self-motivation and drive. Full proficiency in English is required.

We offer

- Be part of a Nordic team united on the mission to help startups to scale their business
- A very flexible work life where you are guided by the overall performance targets, but can influence the way to operate on a daily business
- A salary package that matches your experience and profile
- A strong customer portfolio and brand position within the startup ecosystem
- A clear and consolidated ambition to accelerate our performance across the Nordic markets

Interested?

If you have any questions, please contact Kent Due-Frederiksen, Danske Bank Growth, +4542325971. Please send your application no later than 21.04. 2023.

Danske Bank

Holbergsgade 2, 1057 København K

Application deadline

21. April 2024

Contact person

Kent Due-Frederiksen

www.danskebank.dk

Relationship Manager

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