Business Development Executive | Financial Services | Accenture Denmark

Some people sell solutions. Others shape industries.

At Accenture, we believe the future of Financial Services will be defined by those who can connect business ambition with technology innovation.

Right now, Denmark's leading banks, insurers and financial institutions are navigating one of the most significant transformation waves in decades. AI is reshaping customer experiences, operating models are being reinvented, core platforms are being modernised, and new competitors are changing the rules of the game.

The opportunities are enormous.

So are the decisions.

That's why we're looking for a **Sales Executive** to join our Financial Services practice in Denmark and help clients turn bold ambitions into tangible business outcomes.

The Opportunity

This is not a traditional sales role.

You'll engage directly with senior executives across Denmark's largest financial institutions, helping them navigate complex business challenges and identify new opportunities for growth, efficiency and innovation.

Working alongside some of the industry's leading strategists, technologists and transformation experts, you'll bring together the full breadth of Accenture's capabilities across Strategy & Consulting, Technology, Operations, Data & AI, Cloud and Security.

You'll be backed by the scale of a global organisation with more than 800,000 people worldwide, while operating in a highly entrepreneurial Nordic environment where relationships, trust and commercial acumen drive success.

Most importantly, you'll have the opportunity to influence the transformation agendas of organisations that impact millions of customers every day.

What You'll Do

As a trusted advisor and business developer, you will:

• Build and strengthen executive-level relationships across Denmark's banking, insurance and broader financial services sector

• Identify and originate new opportunities within strategic client accounts

• Partner closely with Client Account Leads, industry experts and delivery teams to shape compelling client propositions

• Lead complex sales pursuits from opportunity identification through qualification, proposal development, negotiation and contract signature

• Facilitate strategic conversations with C-suite stakeholders around growth, efficiency, digital transformation and AI-enabled innovation

• Develop account strategies and drive sustainable pipeline growth

• Collaborate across Accenture's global network to bring the very best capabilities, insights and experiences to our clients

What Success Looks Like

Success in this role is not measured by activity alone.

It's measured by your ability to create trusted relationships, uncover opportunities others don't see, and position Accenture as a strategic partner in some of the most important transformation programmes across the Danish Financial Services market.

You understand how to navigate complex stakeholder environments, connect business challenges with technology-enabled solutions, and create momentum around large-scale transformation initiatives.

You know that the strongest client relationships are built long before a deal is signed.
#LI-NLN

What You'll Bring

We're looking for an individual who combines commercial drive with strong business acumen and a genuine passion for helping clients succeed.

Ideally, you bring:

• 7-10+ years of experience in consulting-led sales, business development or client relationship management
• A strong network within Banking, Insurance or Financial Services in Denmark
• A proven track record of originating and closing complex, high-value opportunities
• Experience engaging senior executives and facilitating strategic business discussions
• Strong commercial instincts and an entrepreneurial mindset
• The ability to operate effectively across multiple stakeholders, offerings and pursuits simultaneously
• Excellent communication and relationship-building skills
• Fluency in Danish and English

Why Join Accenture?

Because this is where business transformation happens.

Few organisations can combine industry expertise, technology leadership, AI innovation and global delivery capabilities at the scale Accenture can.

As Financial Services leaders across Denmark rethink their future, you'll be at the centre of the conversations that matter most.

You'll help clients solve their toughest challenges, shape industry-defining programmes and create lasting impact for some of the most recognised organisations in the market.

And you'll do it with colleagues who are passionate about innovation, collaboration and delivering meaningful outcomes.

Interested?

Accenture is assisted in this recruitment process by European Search Company.

For more information, please contact Christoffer Bjørk Petersen on +45 2080 1638 or Brian Ranvits on +45 2048 0548.

Please submit your application using the apply button below. We review applications as they arrive and encourage you to apply at your earliest convenience.