



Are you passionate about Corporate Banking and the financial markets?

Corporate Banking is a client relationship unit within Corporate & Institutions (C&I) and covers large and medium sized corporate clients within a number of sectors. We are now looking for a Client Executive to be based in Stockholm to cover the sector Power, Utilities and Renewables. Our set up is based on a Client Centric Culture with the combination of sector knowledge and a good and solid knowledge of customer needs and Swedbank's product delivery. The Client Executive is the leader of the portfolio team as a proactive chairman with the overall client responsibility. The Power, Utilities & Renewables team work seamlessly with colleagues across our home markets.

In Swedbank you have the opportunity to:

- Develop and pursue the bank's strategy for a defined portfolio of clients
- Build and maintain relationships at senior levels with clients and prospects as a trusted advisor
- Lead client meetings together with product specialists, negotiate and deliver product solutions across the portfolio
- Create, discuss ideas and be responsible for acquisition of new clients
- Be responsible for the presentation of loan applications to our credit committees
- Maximize risk adjusted return for your client portfolio
- Build and develop a network across product areas and geographies within Swedbank

What is needed in this role:

- Minimum 10-15 years of experience at senior level in a bank preferably working with and having a proven track record of business relationships within Power, Utilities & Renewables segments
- That you have an academic degree such as finance, economics, business administration, political science or law
- Proven experience and understanding of credit risk, Loans & Syndications and/or Cash Management and/or advisory such as Corporate Finance. Experience in Project Financing will be seen as an advantage
- Analytical skills and credit knowledge such as risk- and regulatory policies
- High degree of flexibility and client service orientation
- That you are a true team player with a strong drive and a high degree of initiative without losing the ability to pay attention to details
- Very good Swedish and English skills
- Strong selling skills and a strategic attitude
- Good leadership skills and ability to coordinate a team of specialists towards our clients

The Client Executive will be based in Stockholm and report to Head of Advisory Large Corporates.

We look forward to your application at the latest 2023-05-19

For this position, Swedbank collaborates with Lager & Partners. Please apply through [this link](#) at Lager & Partners website. Mark your application with “Client Executive PUR”. Applications will be reviewed on a rolling basis. For questions, please contact Maria Lindbom, Recruitment Consultant by email: maria.lindbom@lagerpartners.com or by phone number +46 8 407 6465.