



Head of Consumer Trade & Services Sweden

Large Corporates & International- Future & Tech Industries – Consumer Trade & Services section, Stockholm, Sweden

The Large Corporates & International (“LCI”) division is growing and we are now looking for a senior banker to take on the responsibility as Head of Consumer Trade & Services (“CTS”) section as well as being a Client Executive for a select number of customers. We are looking for a person who will play an important role in DNB’s growth journey, contributing with proactivity, energy and competence to the team.

Future & Tech Industries (F&T) covers DNB’s largest customers within the sectors: Consumer Trade & Services, Financial Institutions, Healthcare, Industrials, TMT & Business Services and Financial Sponsors, also supported by the CAS-Customer Analysis Section. The division is represented in Oslo, Sweden (Stockholm, Göteborg, Malmö), Copenhagen, Helsinki, London, New York, Singapore and Sidney.

The Consumer Trade & Services section covers the subindustries Mobility (retail), Fashion & Sports, FMGC & Foods, Home, Travel, Hotels, Leisure & Fitness, Transportation and Care/Social Infrastructure. In Sweden, we are currently three dedicated Client Executives in Stockholm and Gothenburg who collaborate closely with colleagues in Oslo and across the Nordics — and we are now adding another key talent to our growing team. We are building on DNB’s strong market position in the Nordics with leading players within each subindustry and we are aiming for a lead position on Circular Economy and Sustainability in line with consumer trends. We deliver broad and relevant services to our B2C customers by cooperating closely with other areas of the DNB Group, such as DNB Carnegie, Working Capital Solutions, Treasury Management, and DNB Finans/Autolease, among others.

Key responsibilities:

- Personnel leadership for the team, including workload management, business planning and development of employees, while fostering curiosity and forward-thinking initiatives.
- Manage a selected customer portfolio and actively drive new business origination to strengthen DNB’s footprint across relevant sub-industries.
- Develop and lead strategic client relationships, including capital structure advisory, pitching lending solutions and coordinating cross-selling with product specialists.
- Originate and execute transactions end-to-end - from pitch to closing - including credit assessment, deal structuring, term sheets and documentation oversight.
- Maintain strong industry knowledge and expand relevant networks, ensuring close oversight of KYC procedures and non-financial risk assessments.
- Strengthen DNB and DNB Carnegie’s position as a leading financial partner in Sweden through close collaboration with senior stakeholders in Sweden and Oslo to support effective prioritisation and resource allocation



Competence requirement and experience

- Higher academic education within business or a related field; fluent in Swedish and English.
- Minimum 10 years of relevant experience in corporate banking or a related area, with strong business acumen and proven ability to manage client relationships.
- Leadership and communication skills, with a proactive, structured and results-oriented approach.
- Solid knowledge of banking products, capital markets and capital-efficient solutions; experience from Consumer & Trade Services is an advantage.
- Preferred experience from investment banking or management consulting, with exposure to corporate finance, strategic advisory or transaction structuring.

Personal qualities:

- Leads by example
- Great sense of ownership of getting things done in a service minded way
- Entrepreneurial spirit and personal drive to build business
- Takes initiative and solutions oriented

Application

DNB is collaborating with Lager & Partners on this recruitment. You can apply for the position [here](#). The closing date for applications is December 16, 2025, but we will be reviewing applications on an ongoing basis.

If you have any questions about the position, please feel free to contact Maria Lindbom or Samira Löfgren at Lager & Partners on +46 (0)8-407 64 60. We are looking forward receiving your application!

Local Trade union:

Erik Svensson-Rova (Finansförbundet): erik.svensson-rova@dnb.se

Charlotte Löfgren: (Akademikerföreringen): charlotte.lofgren@dnb.se