



Business Development Analyst

Join Qvonto's mission to simplify compliance and empower financial institutions across Europe.

About Qvonto

Qvonto, a Danish fintech company, is developing cloud solutions for regulatory document production for Europe's financial sector. Our mission is to eliminate the complexity of regulatory compliance and free financial institutions to focus on their core strengths – delivering top-tier investment products. With Qvonto's innovative technology, we remove 90% of manual compliance tasks and ensure seamless compliance documentation generation. We service more than 30 investment firms, mainly headquartered in Luxembourg, Switzerland, and the Nordics.

Job Description

As a Business Development Analyst, you will play a pivotal role in our commercial activities, working closely with our two managing partners. Your responsibilities will include identifying potential clients and partners and bringing the Qvonto solution to the market as we prepare for substantial growth in the coming years.

Responsibilities

- Support the managing partners with market research and customer analysis.
- Prepare material for clients and partners, and assist with lead generation and sales.
- Understand the product on a non-technical level and service existing clients with support.
- Develop our LinkedIn presence, and write content for our website.
- Conduct strategy- and business development tasks and projects.
- Assist with identifying potential new candidates and perform screening interviews.
- Develop our pitch deck and assist with fundraising from grants, loans, and potentially VCs.

Qualifications

- You are enrolled in the last year of a bachelor's or a master's degree in business, law, finance, or economics.
- You are structured and analytical in your approach and proactively find solutions and new ways of doing things.
- You are independent, goal-oriented and outgoing and have good communication skills in both Danish and English.
- You have strong experience with Excel and PowerPoint.

Why Qvonto?

- Join a pioneering fintech company with a significant impact on the financial industry.
- Work at the co-working space, Copenhagen Fintech Lab, surrounded by innovation.
- Opportunity for rapid skill development and career growth.
- Engage with a supportive, dynamic team passionate about making a difference.
- High degree of flexibility and autonomy to work from where you want to.

We expect working hours of 10-20 hours a week, and will be flexible at exam times. Hourly rate is DKK 150-200, depending on qualifications. To seize this opportunity, send your resume and cover letter to Christian W. Lysholm at christian.lysholm@qvonto.com.

We will be interviewing candidates continuously.

For inquiries, please contact Christian W. Lysholm, Managing Partner, at +45 21 35 53 42.