



Position: Director, ETF Model Sales & Support

Legal Entity: VESC

Business Unit(s): U.S. Sales

Location: New York, NY

Reporting to: RIA Sales Management

FLSA Status: Exempt

Summary: The Director, ETF Model Sales & Support is responsible for driving the growth and adoption of ETF model portfolios among RIAs and financial advisors. This role involves building and maintaining relationships with RIA and FA clients, providing education on ETF model strategies, and working closely with internal teams to deliver solutions that meet the needs of clients.

Essential Duties and Responsibilities:

Includes the following, other duties may be assigned as needed:

- Represent the VanEck model investment management team as a subject matter expert. Communicate the team's investment capabilities and model strategies to targeted client base.
- Conduct joint meetings live and via video conference with respective team members. Travel currently expected to be about one week per month.
- Raise and retain model assets in assigned area of coverage.
- Expertise in portfolio construction and ETF fundamentals.
- Consultative sales approach to position the VanEck model team value proposition.
- Become a VanEck product expert. Maintain knowledge of existing products as well as new products as they are launched.
- Have deep understanding of competitive model universe and competitive positioning.
- Learn all client platforms, themes, and strategies with goal of positioning VanEck ETF models accordingly.
- Attending industry conferences as appropriate.

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily.

Qualifications

- Experience with the distribution of models (ETF models highly preferred).
- Highly developed communication skills, both written and verbal, including ability to present investment material to clients.
- Entrepreneurial ethos as this is a newer effort at VanEck.
- Strong work ethic and drive to succeed.

Education and/or Experience

- Bachelor's degree preferably in Finance or related discipline.
- Minimum of 5 years of related experience in financial services with working knowledge of model portfolios.
- Series 7 and 63 licenses required.

- Technical skills, including strong investment acumen, understanding of financial markets and economics.
- CIMA, CFA preferred but not required.

Competencies

To perform the job successfully, an individual should demonstrate the following competencies:

- Professional demeanor
- Capacity for learning new procedures/ideas
- Motivation
- Enthusiasm

Compensation:

- If this position will be performed in whole or in part in New York City or Tampa, the base salary range is \$150,000 to \$175,000. Individual salaries may vary based on different factors including but not limited to, skills, experience, job-related knowledge, and location. Base salary does not include other forms of compensation or benefits offered in connection with this position.

VanEck is committed to treating all applicants and employees fairly and to providing equal opportunity in compliance with applicable federal, state and local laws. VanEck does not and will not discriminate against any employee or applicant for employment on the basis of race, religion, ancestry, color, gender, gender identity, pregnancy, age, physical or mental disability, national origin, marital status, sexual orientation, citizenship status, covered-veteran or military status, genetic information, and/or any other factor protected by law.