



Position: Director, ETF Strategist

Legal Entity: VESC

Business Unit(s): U.S. Sales

Location: West Coast

Department: ETF Distribution

Reporting to: Managing Director, ETF Strategist Team

FLSA Status: Exempt

Summary: The ETF Strategist is responsible for initiating coverage and supporting ETF producers within the RIA and Asset Manager channel, working collaboratively with the respective regional wholesaler. This position is responsible for covering the West coast.

Essential Duties and Responsibilities:

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

- Develop, and manage, ETF business plan for the region to include segmented business approach by client type, opportunity, and geography.
- Conduct joint meetings live and via video conference with respective regional wholesaler. ETF Strategist will have direct coverage of Asset manager clients.
- Raise, and retain, ETF assets in the territory in partnership with respective wholesaler. ETF Strategist would own any ETF follow up.
- Maintain expertise in ETF fundamentals.
- Provide a consultative sales approach artfully positioning the VanEck value proposition.
- Become a VanEck product expert. Maintain knowledge of existing products as well as new products as they are launched.
- Maintain a deep understanding of competitive universe and competitive positioning.
- Learn all client platforms, themes, and strategies with the goal to position VanEck ETFs accordingly.
- Attend regional industry conferences as appropriate.
- Bloomberg ETF expertise.

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

Qualifications

- Highly developed communication skills, both written and verbal, including ability to present investment material to clients.
- Strong work ethic and drive to succeed.
- Ability to travel within assigned territory approximately 75%..

Education and/or Experience

- Bachelor Degree preferably in Finance or related discipline.
- Minimum of 5 years of related experience in financial services with ETF experience.
- Series 7 and 63 licenses required.
- Technical skills, including strong investment acumen and understanding of financial markets.

- 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

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