



**Position:** Analyst, ETF Capital Markets  
**Legal Entity:** Van Eck Associates Corporation  
**Business Unit(s):** ETF  
**Location:** New York, NY  
**Reporting to:** Head of ETF Capital Markets  
**FLSA Status (US Staff only):** Exempt

**Summary:** The Analyst on the ETF Capital Markets team will be an ETF trading subject matter expert by understanding ETF trading from the point of view of a market maker/trading desk. This person will work to educate the trading community on VanEck Vectors ETFs' product structures, creation/redemption processes, and ways to price and trade ETFs. In addition, this role will also be responsible for being the firm's "liquidity expert" for all sales channels.

This is a full-time position located in Midtown Manhattan. The individual in this position will be required to work in office 4 days a week, but the office is open five days a week for those who wish to come in daily.

### **Essential Duties and Responsibilities:**

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

- Monitor daily secondary market trading in VanEck Vectors ETFs and work with portfolio managers, APs and market makers to support seamless ETF creation/redemption processes.
- Collaborate with product development, portfolio management and institutional sales to ensure the ETF trading community perspective is represented in product management decisions.
- Identify and lead the development/implementation around any improvements to VanEck's internal ETF platform.
- Author periodic reports and whitepapers around ETF Capital Markets thought leadership. Topics may include product liquidity, trading practices, etc.
- Develop and manage new or existing relationships with external firms including exchanges, market makers, institutional trading desks, proprietary traders, and data vendors.
- Support ETF Sales and international teams as the firm's "ETF Trading Expert" in order to better position VanEck Vectors ETFs to clients.
- Educate clients on trading best practices including how to achieve best execution for VanEck Vectors ETFs.
- Collaborate with ETF Capital Markets counterparts globally.

### **Supervisory Responsibilities**

This job has no supervisory responsibilities.

### **Qualifications**

- Strong communication skills
- Ability to interact effectively with all levels of staff and clients
- Ability to represent VanEck Vectors ETFs at a senior level to the ETF trading community
- Ability to develop and deliver detailed instructions
- Strong understanding of Bloomberg
- A working knowledge of MS Word and Excel is required. VBA a plus.
- Self-starter with strong work ethic
- Ability to travel 10 – 20% of the time

**Education, Licensing and/or Experience**

- Bachelor's Degree with a Finance/Business related concentration.
- 1-3 years related financial services experience, Capital Markets Sales or ETF experience is preferred.
- NASD Series 7 and 63 licenses required with clean compliance record (may be obtained post-hire).

**Compensation:**

- If this position will be performed in whole or in part in New York City, the base salary range is \$75,000 to \$85,000. 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.