



Position: Internal Wholesaler
Location: Tampa, Florida or New York, NY
Department: Internal Sales
Reporting to: Manager of Internal Sales Desk
FLSA Status: Full-Time Exempt

Summary: VanEck is looking to hire an Internal Wholesaler in either our Tampa, FL or New York, NY office. The Internal Wholesaler plays a key role within the VanEck distribution organization helping to drive sales and build relationships with Financial Professionals selling VanEck mutual fund products and ETFs. Partnering with the External Wholesaler, the Internal Wholesaler will develop and maintain existing relationships and identify and acquire new business within their assigned territory to meet sales goals.

Essential Duties and Responsibilities:

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

- Develop relationships with Financial Professionals and drive awareness of VanEck products through outbound calls and email
- Respond to inbound Product and Sales calls
- Proactively sell VanEck mutual funds and VanEck ETFs
- Partner with External Wholesaler to retain assets and uncover new business within the territory
- Include/Refer VanEck specialists as necessary to help
- Effectively manage a territory rotation
- Assess the needs of clients by asking targeted questions in order to recommend appropriate solutions across multiple product lines
- Support the External Wholesaler in the development and execution of a strategic business plan helping to drive business within the territory

Qualifications:

- Familiar with characteristics of the FA & RIA marketplace
- Fluent in English
- Strong interpersonal skills
- Exceptional oral and written communications skills
- Detail oriented and well organized
- Ability to prospect within a targeted group of advisors
- Strong presentation skills
- Time management skills
- Consultative selling skills
- Broad Market Knowledge
- Mutual Fund and ETF Product Knowledge
- Ability to Leverage internal resource personnel (product management, product specialists)
- Ability to effectively present information in one-on-one and small group situations to customers, clients, and employees of the organization.
- Proficient in Microsoft Office

Differentiating Attributes:

- Ability to present and work with all levels of an organization
- Employ a consultative sales approach

Education and/or Experience

- Bachelor degree with a business related concentration preferred
- NASD Series 7 and 63 licenses with clean U-4
- Minimum of 2 years prior experience in a financial services internal sales role

Compensation:

- If this position will be performed in whole or in part in New York City, the base salary range is \$65,000 to \$75,000. 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.