



Position: US Sales Summer Intern

Legal Entity: VESC

Business Unit(s): Sales

Location: New York City

Department: Sales

Reporting to: Internal Sales Desk Manager

FLSA Status (us Staff only): Non-Exempt Full Time Summer

VanEck is a privately held global asset management firm founded in 1955. We develop forward-looking, intelligently designed, active and ETF strategies that strengthen long-term portfolios. We will provide qualified individuals with outstanding education and growth opportunities. If you are a high-energy individual with a strong work ethic, excellent team skills, and outstanding communication skills, we would like to speak with you.

VanEck's Summer Intern Program includes exposure across the firm through educational, mentorship, and networking events. As an Intern, you will also be exposed to the firm's senior management, gain an understanding of the financial services industry and learn critical business skills. Our internship program will build more than just your resume — it will challenge your knowledge, build your network and drive your career path. Our program spans 10 weeks and typically runs from June 2 – August 8. If you are looking to gain valuable hands-on experience while working with talented individuals, apply now!

As the US Distribution Sales Summer Intern, the student will be able to shadow all areas and teams of the sales team which include: Internal Sales Desk, Key Accounts, Institutional Sales, and more! This intern will learn to effectively interact with staff, clients and management as well as how to execute administrative tasks.

Essential Duties and Responsibilities:

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

- Run competitive analysis for Internal Sales team to assist in sales efforts
- Join Sales calls and webinars to take notes to distribute to team
- Assist Internal Sales Desk Manager with assigned projects
- Research partner firm initiatives and competitive products
- General support to sales teams where needed
- Portfolio Modeling Construction
- Additional ad hoc projects when they arise

Qualifications

- Interest in sales, business development, and research
- Strong communication skills
- Ability to apply common sense understanding to carry out detailed but uninvolved written or oral instructions
- Participate and attend weekly and bi-weekly channel meetings
- Shadow internal sales for client zooms and calls

- A working knowledge of Internet, MS Word and Excel
- Roll up your sleeve work ethic
- Professional demeanor

Education and/or Experience

- Currently entering junior level (3rd year) or beyond within a 4-year undergraduate college program
- Some experience within a corporate environment is helpful but not required

Competencies

To perform successfully and gain the most from this internship, an individual should demonstrate the following competencies:

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

Language Skills

- Ability to effectively present information in one-on-one and small group situations to customers, clients, and other employees of the organization

Compensation:

- The maximum hourly rate for this position is \$25 an hour

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.

In order to be considered for this position, please submit resume with the subject line "US Sales Summer Intern" to internships@vaneck.com.